



**LOUDOUN
VIRGINIA**

ECONOMIC DEVELOPMENT

**ECONOMIC DEVELOPMENT COMMISSION
MEETING AGENDA**

October 5, 2012 at 8:00 AM

Loudoun County Public Schools Administration Building
21000 Education Court, Board Room, Ashburn, VA

- I. Call to Order / Determination of Quorum / Adopt Minutes** (*Attachment #1*)
- II. Recognition of Mayor Walker**
- III. Approval of Recommended 2013 EDC Appointment Slate** (*Ted Lewis*)
- IV. 2012 EDC/Committee Work Plan Review**
- V. Committee/Partner Updates** (*Attachment #2*)
- VI. Director's Report** (*Attachment #3*)
- VII. Adjournment**

**Next EDC Meeting will be held on November 2, 2012, at LCPS Administration Building
(21000 Education Court, Ashburn, Virginia)**

ATTACHMENT 1

**EDC Meeting Minutes from
September 7, 2012**

Loudoun County Economic Development Commission Meeting Minutes

Date: September 7, 2012					
Location: LCPS Administration Building, 21000 Education Court, Board Room, Ashburn Virginia					
EDC Members					
<i>John Bischoff</i>	<i>Y</i>	<i>Tim Hemstreet</i>	<i>Y</i>	<i>Hobie Mitchel</i>	<i>Y</i>
<i>Joe Boling</i>	<i>N</i>	<i>Eric Hornberger</i>	<i>Y</i>	<i>Joe Paciulli</i>	<i>N</i>
<i>Chris Charron</i>	<i>Y</i>	<i>Tony Howard</i>	<i>N</i>	<i>Rick Pearson</i>	<i>Y</i>
<i>Brian Chavis</i>	<i>Y</i>	<i>Rick Hurwitt</i>	<i>Y</i>	<i>Todd Pearson</i>	<i>N</i>
<i>Norman Duncan</i>	<i>N</i>	<i>Patrick Kaler</i>	<i>Y</i>	<i>Jack Potter / Michael Cooper</i>	<i>N</i>
<i>Linda Erbs</i>	<i>N</i>	<i>Shaun Kelley</i>	<i>Y</i>	<i>Keith Segerson</i>	<i>Y</i>
<i>Genie Ford</i>	<i>Y</i>	<i>Kurt Krause</i>	<i>Y</i>	<i>Sharon Steele</i>	<i>N</i>
<i>Michelle Frank</i>	<i>Y</i>	<i>Michelle Krockner</i>	<i>N</i>	<i>Robin Suomi</i>	<i>N</i>
<i>Alice Frazier</i>	<i>Y</i>	<i>Bob Lazaro</i>	<i>Y</i>	<i>Mary Ellen Taylor</i>	<i>N</i>
<i>Mary Porter Green</i>	<i>Y</i>	<i>Ben Leigh</i>	<i>Y</i>	<i>Joanne Theurich</i>	<i>Y</i>
<i>Katie Hammler</i>	<i>Y</i>	<i>Ted Lewis</i>	<i>Y</i>	<i>Sharon Virts Mozer</i>	<i>Y</i>
<i>Paula Harper</i>	<i>Y</i>	<i>Stephen Mackey</i>	<i>N</i>	<i>Charlene Wheelless</i>	<i>Y</i>
<i>Mark Hassinger</i>	<i>Y</i>	<i>Ted McLaughlan</i>	<i>Y</i>	<i>John Wood</i>	<i>Y</i>
<i>Ed Hatrick</i>	<i>Y</i>	<i>Keith Meurlin</i>	<i>N</i>	<i>Ed Zigo</i>	<i>Y</i>

Board of Supervisors Present
<i>Supervisor Ralph Buona and Supervisor Ken Reid</i>

Staff Present
<i>Thomas Flynn, Linda Neri, Jim Herbert, Lois Kirkpatrick and Shannon Wilson</i>

Agenda: Call to Order/Determination of Quorum/Adopt Minutes; EDC Nomination Process; 2012 EDC/Committee Work Plan Review; Director's Report; Adjournment.

Major Points of Discussion:
The meeting was called to order at 8:14 a.m. by Shaun Kelly. Chris Charron made a motion to approve the July 13, 2012 minutes, seconded by Rick Hurwitt. The minutes were unanimously approved.

EDC Nomination Process (Ted):
Ted Lewis provided an update on the nomination process. Interviews will begin in late September and recommendations as well as appointments will be provided to the full EDC at the November 2, 2012 meeting. Assuming approval from the EDC, the recommendations and appointments will be provided to the Board of Supervisors at their first meeting in December.

Loudoun County Economic Development Commission Meeting Minutes

2012 EDC/Committee Work Plan Review (Frank):

Michelle Frank provided an update on the work plan to include the tabulation of the priorities as well as review of the Simple Minds bubble chart. The work plan will be presented to the ED Committee at the September 17, 2012 meeting.

.

Director's Report (Flynn):

Tom Flynn introduced Jim Herbert, the newly hired Business Development Officer and Shannon Wilson, the newly hired Administrative Manager. Tom also reviewed FY12 year-end statistics, the Department of Economic Development Annual Report, the Fast Track process, the Redskins partnership, the FAM Tour and the business cluster study as well as provided an update for recruitment of the Business Development Managers and Business Retention Manager.

Adjournment at 9:24 a.m.

Action Taken:

- Meeting was called to order at 8:14 a.m. by Shaun Kelly.
- The July 13, 2012 EDC meeting minutes were approved.
- The meeting adjourned at 9:24 a.m.

Follow-up: N/A

Next Meeting Agenda:

To Be Determined

Date, Time and Location of Next Meeting:

October 5, 2012 at 8:00 a.m. in the Board Room of the Loudoun County Public Schools Administration Building, 21000 Education Court, Ashburn, VA

ATTACHMENT 2

Committee/Partner Updates

Loudoun County Economic Development Commission
Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012
Committee/Partner: Leesburg Economic Development
Update Provided By: Marantha Edwards

The Leesburg EDC and staff are working on/has interest in the following;

Court expansion project – the Leesburg EDC will provide information to the Leesburg Town Staff in preparation for a Council recommendation.

Task Force structure – Higher Education, Arts & Cultural District focus, Retail Market place

Legislative wish list

Loudoun County Economic Development Commission

Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012
Committee/Partner: Marketing and Business Retention
Update Provided By: Ed Zigo

I. How DED Attracts/Retains Businesses. (*Buddy Rizer*)

Even though Loudoun is a successful, growing county, DED is having a cluster study done to identify new industries to target. The results will help direct the efforts of our three new sales staff, so that they're not all contacting the same businesses.

It will take a few years for our expanded sales team to grow the pipeline of new businesses into the county – our data center success was the result of at least three years of effort.

The goal for the new business retention manager is to reach 350 existing Loudoun businesses this year. Debi Roder, the small business development manager, will focus on building a culture of entrepreneurship in Loudoun.

II. MBRC and the County's Business-Friendly Initiatives. (*Robyn Bailey*)

If all goes as planned, the zoning ordinance amendment should be in place in January.

There's a consultant writing text to implement the Route 28 vision; that plan should be in place this spring.

The Fast-Track Process, which cuts the commercial development approval process in half, launched in August. Our first Fast-Track applicant is for the Stonewall Energy Plant outside of Leesburg.

The ombudsman business assistance team was proposed to the Board of Supervisors Economic Development Committee on September 17. At the next ED Committee meeting, the county will recommend specific points of contact for businesses needing assistance with licensing and permits.

Three department staff will attend the NAIOP national conference in D.C. October 23-25. Loudoun DED will host a small dinner for a group of national real estate leaders. In their discussions with brokers and developers attending the conference, staff will focus on promoting the wide diversity of commercial real estate products available near the planned Loudoun metro stops.

III. Suggest Community Groups for DED to Address. (*Lois Kirkpatrick*)

DED is developing a speakers bureau that will offer 30-minute presentations to Loudoun civic organizations and community groups. In these presentations, staff

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

will explain how DED's efforts help reduce the tax burden on residents, and ask attendees for referrals to business executives.

The group suggested an additional 20 civic organizations and community groups that might be open to having a DED presentation.

IV. DED's Use of Redskins Assets. (Lois Kirkpatrick)

The Redskins offered the department VIP tickets to their summer training camp practices. DED used these assets as part of our business retention efforts. DED hosted almost 40 guests from 11 Loudoun companies and three agribusinesses.

DED was offered a luxury VIP suite at the Kenny Chesney - Tim McGraw concert at FedEx Field August 12. DED had 18 guests at the event.

DED had a table at the Redskins Welcome Home Luncheon on August 24. Corporate guests at this event included iGate, and three supervisors were able to attend.

DED has four tickets to four upcoming home games, and a foursome at the golf invitational, all of which will be used for business attraction purposes. DED is also planning a familiarization tour for 10-12 site selectors from across the U.S. This initiative will include using a VIP suite at the Skins/Panthers game, and taking the site selectors on a bus tour of eastern Loudoun.

V. Next Meeting and Homework Assignments. (All)

Ed Zigo discussed having DED prepare a handout with bulleted talking points about the county's business-friendly initiatives that EDC members can use for "elevator talks."

Ted McLaughlin asked MBRC members to go to the DED group on LinkedIn and contribute keywords for use in Google searches.

Chauvon McFadden explained that there might be an opportunity for DED to assist Redskins players with starting and growing their businesses in Loudoun. The committee agreed that this proposal should be brought forward.

Ed Zigo will be at the NAIOP conference on October 23; Sharon Virts-Mozer agreed to chair next month's MBRC meeting.

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012

Committee/Partner: Mason Enterprise Center-Leesburg/Loudoun

Update Provided By: Susan Henson

The Mason Enterprise Center, small business incubator, fosters the evolution of existing companies who are scalable and want to grow. The MEC provides office space & business services in a shared-cost, peer-to-peer entrepreneur and educational environment. In addition, companies are connected to the resources, the expertise, and the business coaching they need to set goals and be held accountable to them. Partnering with the Town of Leesburg & Loudoun Economic Development, the MEC accelerates business growth and improves long term success.

Currently the incubator has **18 of 28 spaces occupied by Resident clients**, and an **additional 18 Virtual clients for a total of 36 clients**. In year one the MEC Leesburg is **70% to the revenue goal** as of Oct. 1, 2012. The Advisory Board for the MEC meets each month on the 2nd Thursday morning.

In addition to incubator activities, the MEC Regional Manager, Susan Henson, also collaborates with Loudoun and Leesburg economic development staff to strategize and act on trending initiatives and new programming that attracts and supports key target markets. One of these is **Idea Fusion™**, a program designed to bring together tech startups and innovative entrepreneurs with each other and mentors, investors and resource gurus to create an active, thriving and robust tech community in Loudoun County. Currently networking events are held each 2nd Tues at locations around the county, attracting 15 to 25 participants thus far. A Meetup group has been established for Idea Fusion™ (<http://www.meetup.com/Idea-Fusion>) and a speaker series is planned starting in 2013. Review the article at the following link that was published in the Washington Post last week about this initiative. <http://bit.ly/V70LF4>

The Mason Enterprise Center-Leesburg is also hosting a **roundtable event next Tues, Oct. 9 from 10:30 a.m. to 12:00 p.m. titled, "Economic Gardening Roundtable: An Entrepreneurial Approach to Economic Development"**. A flier is attached or can be viewed at this link <http://bit.ly/QNDTuC> This event is offered at no cost and is open to anyone who is interested in learning more in this interactive forum.

Partnering with community businesses the MEC-Leesburg will co-sponsor a workshop on Oct. 23, 2012, 11:45 a.m. to 1:00 p.m. This no-cost session includes lunch and will be held at the MEC. It focuses on critical issues facing businesses today, "The Cloud For Your Business & Is My Business Protected"

For more information contact Susan Henson, Regional Mgr, at shenson2@gmu.edu or (703) 466-0461.
www.mec-leesburg.org or <http://www.leesburgva.gov/index.aspx?page=1641>

Economic Gardening Roundtable:

An Entrepreneurial Approach to Economic Development

Join a group of engaged economic development professionals, resource providers, government representatives, business owners, citizens and financial investors. Learn what Economic Gardening is all about. Discuss and share techniques for growing business from the inside out.

Roundtable format:

- interactive, discussion oriented, tools to put into practice
- facilitated by Miles Friedman, Economic Development Consultant
- coordinated by the Mason Enterprise Center-Leesburg/Loudoun County
- developed by the Virginia Business Incubation Association



Date: October 9, 2012

10:30 a.m. to 12:00 p.m.

Location: Mason Enterprise Center

202 Church Street

Leesburg, VA 20175

Register TODAY and reserve your seat !! (no cost):

<http://www.eventbrite.com/event/4066011550>

For more information contact: Susan Henson,

shenson2@gmu.edu or call 703-466-0461



IDEA FUSION™



What I.F. ...

Techies + Talk + Brains + Creativity + Drink + Food + Funds + Experience

= IDEA FUSION™

Join a group of tech entrepreneurs, mentors, investors and resource gurus for Idea Fusion™. Let's create a tech community in Loudoun County where there is a lot going on!

Next Event:

Networking Happy Hour

Date: **October 9, 2012, 5:30 to 7:30 p.m.**

Location: **Ironwood Tavern, 962 Edwards Ferry Rd NE, Leesburg, VA 20176**

✓ New this month: **Join our Meetup group at <http://www.meetup.com/Idea-Fusion>**

For more information contact: Susan Henson, shenson2@gmu.edu or call 703-466-0461

Loudoun meet-ups help high-tech entrepreneurs share ideas

By Jim Barnes, Published: September 26, 2012

It was almost 6 at Sweetwater Tavern in Sterling, the end of the workday for many of the restaurant's patrons. In one corner of the bar area, about two dozen people had gathered, in attire ranging from jeans and untucked shirts to dark business suits.

Over the din of the happy-hour crowd, one could hear snippets of fast-paced conversation peppered with terms such as "destructive technologies," "online-enabled," "bootstrapping" and "angel investors," suggesting that these people were still on the job.

This was "Idea Fusion," an informal meet-up of high-tech entrepreneurs, most of whom are based in Loudoun County. Idea Fusion is one of a growing number of local meet-up groups that have been organized recently to bring entrepreneurs together to share ideas and experiences and to meet business advisers and potential investors.



Meet-ups such as Idea Fusion are a natural fit in Loudoun, which is widely viewed as a technology hub because it's close to the high-tech corridor around Dulles International Airport. But, until recently, the county has lacked networking opportunities for high-tech entrepreneurs.

Susan Henson spearheaded Idea Fusion in partnership with Loudoun County Economic Development, the Town of Leesburg and venture investor Dennis Webb, to pull together several meet-up groups. Henson is the regional manager of the Mason Enterprise Center for Leesburg and Loudoun, a business incubator affiliated with George Mason University.

We're "trying to really pull some synergy around various meet-up groups that have very similar goals in terms of trying to have a place where technology entrepreneurs and innovative entrepreneurs can come together," Henson said.

Webb, chief executive of Broadlands Capital, started one of the meet-up groups, Loudoun Startups, in the spring.

"I see a lot of [business] start-up activity in the D.C. area and the Baltimore area and Montgomery County, and I'm not seeing as much in Fairfax County and Loudoun County," Webb said. "I kind of questioned, 'Why is that?' So I started a meet-up group back in May.

"I think we're seeing some demand," he said. "We don't quite have the organization yet, but I think we're all working toward that end." He said that he had invited his Loudoun Startups group to attend Idea Fusion.

Ryan McGeary, 33, a software developer and consultant based at Mason Enterprise Center's business incubator in Leesburg, said that he came to the meet-up to collaborate, meet people and network. He recently developed software called BusyConf that helps conference planners organize speakers, scheduling and registration.

"A lot of the best connections you have, or the best business generators, are sometimes the weak connections, not necessarily your best friend," McGeary said. "It's more along the lines of the person you met at the one particular gathering knows somebody who knows somebody."

Like Webb, McGeary started a meet-up group for technology entrepreneurs, 9starts, based in Leesburg.

"Basically, we talk about our ideas; we talk about our business plans; we talk about challenges we're having, and just bounce ideas around," McGeary said.



(Technology entrepreneurs Tom Coleman, left, and Ryan McGeary at an Idea Fusion meet-up in

Webb said that meet-up groups provide a good setting for investors to meet entrepreneurs who are just getting their businesses started.

"One of the functions of [Idea Fusion] is to get together people with the ideas with the doers, with the financial supporters, and bring all that together," Webb said. "I just haven't seen that forum exist until we started Loudoun Startups."

Afterward, Henson said she felt that Idea Fusion had met its objectives.

"I felt like people were very engaged and motivated to talk with each other," she said. "As soon as one attendee came in and told me who they were and what their interests were, I was able to steer them to someone who could be of potential benefit to them."

McGeary said that he met someone at Idea Fusion who had been part of a very large conference planning committee and who offered to give him advice about his conference organizing software.

Business consultant Bill Hornbeck said that he met potential partners for a new venture at the meet-up.

"Our mutual interest moved to a serious discussion, which led to an agreement to fix the first planning session date," Hornbeck said. "Had I not attended the . . . gathering, that connection would have definitely been delayed or lost forever."

Jeff Thorner of Piedmont Investment Advisors also thought the event was worthwhile.

"There's nothing like meeting other entrepreneurs and talking about great ideas," Thorner said. "When there is a passionate entrepreneur executing on one of those ideas by starting a business — which is one of the hardest things to attempt, by the way — you can see and feel the success coming."

Henson said that the events have been successful partly because they allow a free-flowing exchange of ideas between technology-savvy entrepreneurs who are "of similar minds."

“We’re [also] looking, in the next few months, of pulling together an Idea Fusion speaker series in which we would probably do a little networking, and also have a successful entrepreneur who could come in and talk about their experience and answer questions from fledgling entrepreneurs,” she said.

For information about Idea Fusion or other meet-ups for entrepreneurs, contact Susan Henson at the Mason Enterprise Center, 703-466-0466, or go to <http://mec-leesburg.org>.

Loudoun County Economic Development Commission
Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012
Committee/Partner: Policy & Implementation Committee
Update Provided By: Michelle Frank, Chair

PIC is continuing review of the EDC's proposed priorities and work plan.

In September the larger list of proposed EDC topics was shared with the Board's Economic Development Committee and discussed again as part of the Supervisors' recent work session/retreat. We are expecting to receive additional inputs from the Board of Supervisors on an ongoing basis.

PIC met again on Wednesday, October 3rd to refine the proposed top EDC priorities and provide additional inputs on the proposed committee assignments and deliverables for the related tasks.

The results will be shared at the October 15th Economic Development Committee meeting of the Board.

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012
Committee/Partner: REDC
Update Provided By: Mary Ellen Taylor

Major Points of Discussion/Actions Taken:

Call to Order/Introductions: The meeting was called to order at 4:05 PM. Mary Ellen Taylor welcomed the group and introductions began.

Adoption of August Minutes: **Motion** to approve by Nicki Bazacco/2nd by Mary Terpak. **Motion Approved.**

Presentation by Economic Technology Systems- Gregory Moulthrop provided an overview of a web based application to support small business supply chain management.

Update on Net Cost of Community Services: Kellie Boles provided the group with an update of the NCOCS committee. The precinct list has been narrowed down and the group will continue to work collecting data and working with Jack Brown.

Phase II WIP Stakeholder Committee: Destry Jarvis and Chris Hatch have agreed to be the representatives of REDC to the stakeholder group.

Rural Business Strategy Update: Doug Fabboli provided the group with an update on the strategy. The next meeting will be the last opportunity to prioritize the recommendations. The consultant will then make a business case for the top priority items and include them in the final report. The consultant is scheduled to present the preliminary recommendations to the Economic Development Committee of the Board of Supervisors on October 15th.

Land Use Discussion- **Motion** by Chris Hatch/2nd by Chris Van Vlack to recommend to the Economic Development Committee of the Board of Supervisors to reduce the 5 acre minimum to less than 5 acres for the Loudoun County Land Use Tax deferment. **Motion Approved.**

The group continued to discuss the issue as well as the open space moratorium. The REDC requested staff to provide a status update on the open space moratorium and report back to the group at the next meeting.

DED Update: Moving forward with hiring the three Business Development Manager and Business Retention Manager; Fall Color Tour coming up October 20-21; Twilight Tour Sept. 19th.

Industry Cluster Reports: Michelle Lohr reported that zoning will give an update to the board in mid-September as well as a stakeholder briefing in October and Planning Commission briefing. Ombudsman's item will be discussed at the next Economic Development Committee meeting. Pete Holden reported that the ADAC met recently and continues to educate new members. Mary Terpak reported that the LCEA is working diligently on an equine survey, trails and reviewing the regional park authority's strategic plan. Jane Pratt reported that the Master Gardeners are having issues without staff and they are having a difficult time answering technical questions. Jean Brown reported that the Bed & Breakfast industry is doing extremely well. Nicki Bazaco reported that they are in the process of harvesting at the winery. Doukenie Winery will be hosting the next REDC meeting in October. Stacey Sheetz reported that Visit Loudoun will launch their Fall campaign soon. Get Lost in Loudoun won its third award with the US Travel Association. John Magistro reported he is working with the Hillsboro Preservation Association to put on a Conservation Easement workshop later this fall. PEC is hosting a showing of Green Fire in September and Land Trust of Virginia will be showing in October. Chris Hatch reported that Master Gardeners are at the Leesburg Farmers Market every week. Also Farm Bureau will be serving a local foods dinner September 18th.

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012

Committee/Partner: Transportation and Infrastructure Committee (TIC)

Update Provided By: Ted Lewis

Topics of September meeting

1. Rail Tax districts – Presentation by Martina Williams and Jill Kaniff of Lo Co
 - Public hearing on the tax district on oct 17th @ 6 PM
 - Originally proposed 2 mile radius but Supervisor Williams developed the purple line concept, which was approved on July 3rd.
 - Rail Service District – area to be taxed to pay capital costs up until construction is complete.
 - Station Development District – area within ½ mile form each station that will be taxed during construction and then after construction is complete to pay for on going maintenance.
 - Maximum tax rate for anyone is \$0.20/\$100. Therefore, if someone that is in the Rail Service District and the Station Development District, the combined tax they can pay is \$0.20/\$100.
 - Any new residential or commercial in the districts will be taxed.
 - Site improvements on airport property will be taxed.

Questions generated

- What amount of development is required to meet debt commitments?
- Can some money form tax district be used for roadway improvements to get people to and from metro stations?
- What happens if there is a surplus in the Station Development District after rail construction is complete.

After discussion, TIC did not feel EDC needs to state their formal position on this issue. We are all for rail, understand it is an investment that costs money, and no one wants to pay more tax then they have to.

Robyn discussed the significant changes proposed by the ZOAM group, including creation of an Ombudsman. Also, discussed Rt 28 implementation.

Ted provided a couple of information items such as Lo Co ponying up \$500k to VDOT to complete Dulles Loop study. Also, an article on how Fairfax County is making changes to their local bus routes due to pending new rail stations in Tysons Corner.

Next Meeting – October 16, 2012, 8 AM Lo Co Govt Center

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

EDC Meeting Date: October 5, 2012
Committee/Partner: Visit Loudoun
Update Provided By: Patrick Kaler, President & CEO

Positive Growth In County TOT

Not that it can be classified as a trend as of yet, County TOT collections have seen significant growth in both July and August, with August 2012 seeing a 9.1% increase over 2011. This reflects and overall 2.9% increase year to date. Occupancy was also up 9% in August, and is up 2.3% year to date. Average Daily Rate continues to be flat with no increase year over year for August, but is up .6% year to date.

Website Traffic

Visitation to VisitLoudoun.org is up 63% year to date with over 47,000 unique visitors for July and August 2012.

Meetings/Sports and Wedding Sales

Best Buddies Washington DC Challenge

DC United Labor Day Friendlies Event

Attended Tradeshows:

HSMAI Meet Tradeshow in Washington DC as a co-op with Virginia Tourism Corporation.

Upcoming Tradeshows:

TEAMS in cooperation with Sports Virginia 91 pre-scheduled appointments

SGMP NATCAP Expo – government meeting planners

Small Meetings Market Conference - focus on planners interested in small destinations

Rejuvenate Conference religious and faith based organizations

Advertising:

Small Markets Meetings (August)

Government Connections Magazine (September)

Connect Magazine (September)

Marketing Projects

Civil War Campaign:

Online and social media campaign concluded July 31, generated 14 million impressions with 11,800 clicks. 1,034 registrations for a Civil War giveaway contest.

Summer Marketing Campaign:

Facebook Summer campaign focused on culinary travelers as well as travelers with pets.

Generated over 20,000 clicks on Visit Loudoun Facebook page, created nearly 4,000 in new Facebook likes, and generated 462 registrations for food and wine and pet-friendly getaway prize packages.

Washington.org banner ads:

Each month the ad generates over 186,000 views

Budget Travel E-News ad:

Over 574,000 subscribers, VisitLoudoun.org web traffic was up 27% from the same day the previous week, and 87% from the same day the previous year.

New Destination Photography:

September 13-14 Visit Loudoun conducted a professional photo shoot at multiple locations

Loudoun County Economic Development Commission Committee/Partner Update for EDC Meeting

around the county to generate new destination branding images.

September 22 Visit Loudoun hosted its first armature photographer event, Foto Trek Loudoun, with 20 photographer escorted to multiple locations around the county with Visit Loudoun retaining all photographs generated that day.

German Video and Photo Shoot:

September 20-21, Visit Loudoun hosted a video shoot that will feature a German speaking host. The content will be used by Capital Regions USA as well as Brand USA's websites. Visit Loudoun will also use the content for its international marketing purposes as well as b-roll and still photography inventory.

Get Lost In Loudoun Wins Another Award:

At the annual U.S. Travel Association's ESTO Conference held in August, Visit Loudoun won a Destiny Award in the category of Best Digital Campaign.

Media Relations

Visit Journalists Program:

MLT Magazine
Freelance writer with Dogwonderful
About.com/NYT
Huffington Post/AOL

Featured Articles:

London Daily Telegraph
Washington Business Journal

ATTACHMENT 3

Director's Report



Commercial Business Development Pipeline

Qualified Prospects (August)	50
Prospects (August)	33
FY13 Pipeline Total	93
FY13 Pipeline Goal	150
FY13 Goal Attainment	62%
FY13 Wins	9



Visits to Existing Businesses

August 2012	37
FY13	73
FY13 Goal	335
FY13 Goal Attainment	22%



Internet Activity*

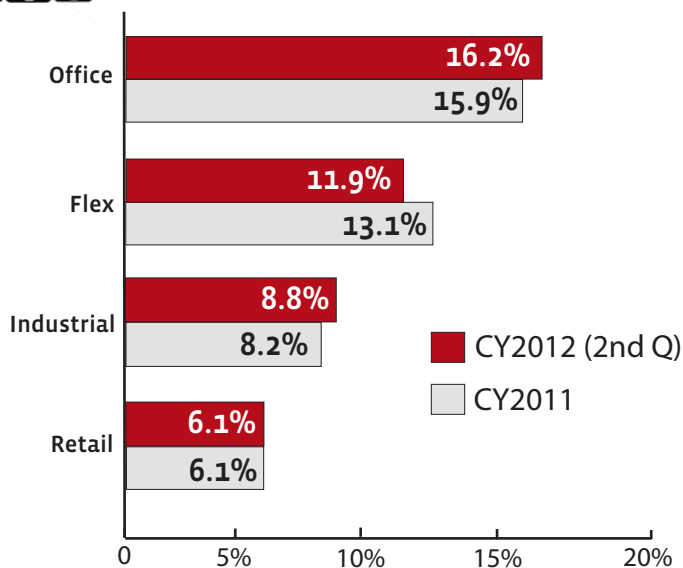
Unique Website User Sessions	10,969
FY13 Goal	91,000
FY13 Goal Attainment	12%
Page Views	30,565
DED Facebook Subscribers	696
Loudoun Farms Facebook Subscribers	935

DED Twitter Subscribers	1,120
Loudoun Farms Twitter Subscribers	375
Loudoun Small Biz Twitter Subscribers	238
DED LinkedIn Subscribers	331

*Prior-year data unavailable; Google Analytics was only available for 6 months of FY12.



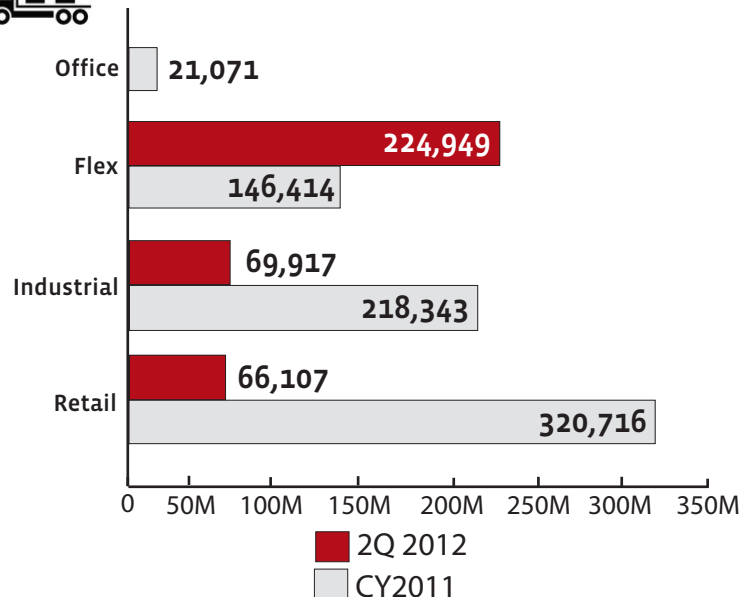
Commercial Vacancy Rates



Source: Costar; Loudoun County Dept. Bldg. and Dev.

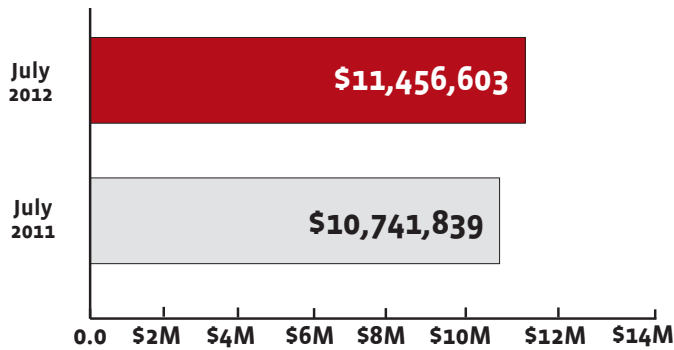


Commercial Building Permits





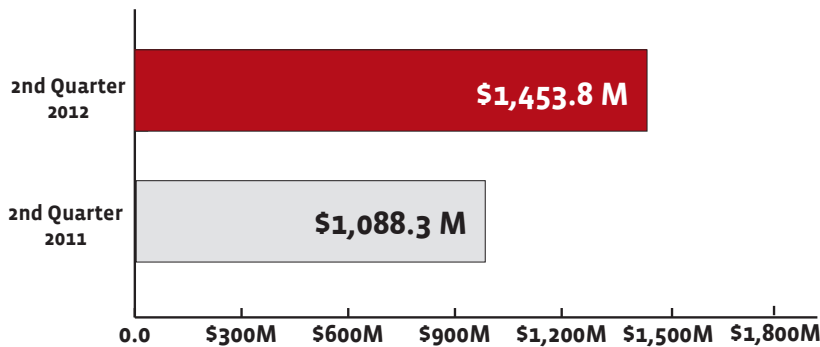
Hotel Revenue



Source: Visit Loudoun



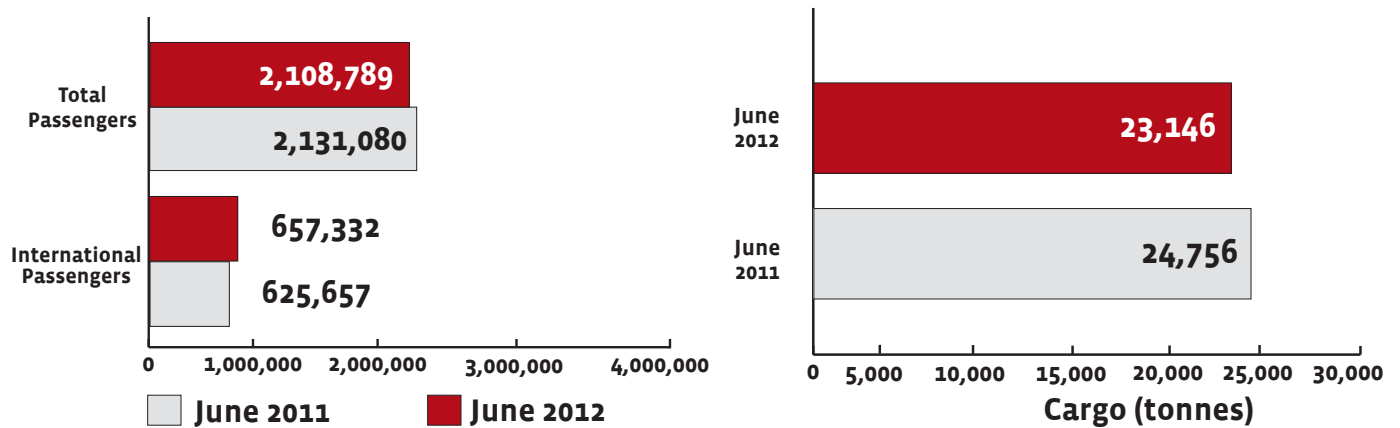
Retail Sales



Source: Virginia Dept. Taxation



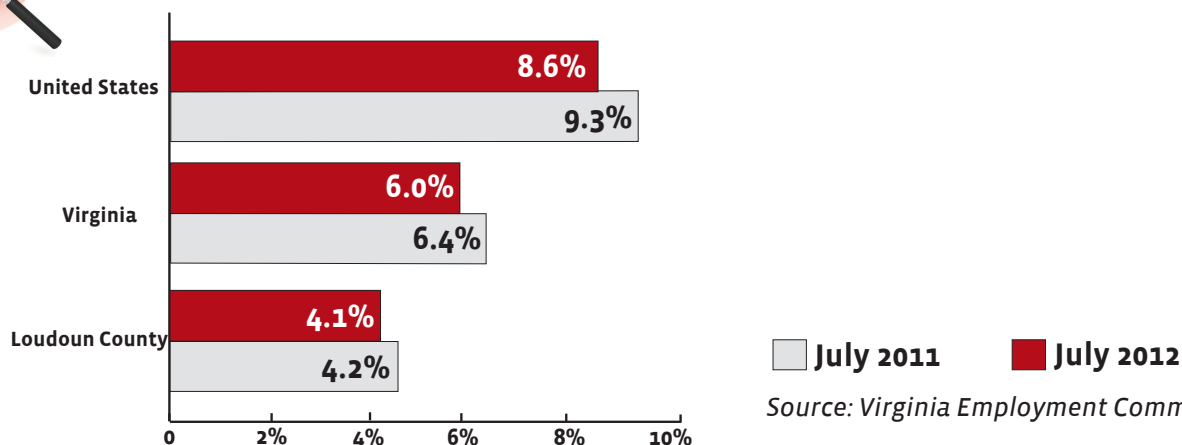
Dulles International Airport



Source: Metropolitan Washington Airports Authority



Unemployment Rates



Source: Virginia Employment Commission





Home ▸ Opinion

Editorial: Steady

Story Comments

Print Font Size:

Tweet +1 Recommend Share

Posted: Friday, August 31, 2012 10:31 am

0 comments

Loudoun is gaining national attention for the rate of job growth in the county at a time when there is relative balance in the market. It wasn't too many years ago that workforce shortages forced an almost unhealthy competition for skilled labor. In the decades before that, Loudoun was a bedroom community with most residents driving across the county's eastern boundary for their paychecks.

Today, Loudoun maintains a low unemployment rate even while continuing to experience population growth in a sluggish economy. The economy is about to change, either for the better with upticks in the homebuilding sector and other industries that have flourished in Loudoun or for the worse if congressional leaders fail to avoid the deep federal spending cuts threatened with sequestration.

43rd Annual Bluemont Fair
September 15th & 16th, 2012
Historic Bluemont - at the Foot of the Blue Ridge
Rt. 734 off Rt. 7, Loudoun County, VA
FEATURING
 Crafts • Art
 Music Throughout the Town
 Homemade Baked Goods
 10K Race • Children's Fair
 Barbeque • Wine Tasting
 Antiques • Local Beekeepers
 Pony Rides • Liama & Alpaca Exhibit

Loudoun's leaders need to be prepared for both possibilities, but with the confidence to maintain a long-term vision in the face of temptations to react suddenly to market fluxuations. One of the key reasons that our county's job base is the envy of so many is that prior boards of supervisors, whether under control of Republicans or Democrats, generally held a steady course that leveraged assets such as Dulles Airport, the fiber network and the fertile countryside to build new job sectors, some not even envisioned when the community development plans were laid out decades ago. Adequate transportation and housing also will be critical factors in the continued success.

The implementation of the Silver Line is one example of where this Board of Supervisors will add its influence to the evolution of the county's long-term

planning. And how well it does at that task will determine where Loudoun will stand in the job rankings a decade from now.

ATTENTION JOB SEEKERS!
 Powered by Leesburg Today • Ashburn Today • Sun Gazette • Middleburg Life

Tweet +1 Recommend Share

AIRMONT FARMS
The Loudoun Conservation Community

 • Limited Opportunity! • Tax Savings!
 • Ideal for horses, cattle and farming.
 Call Kara Pappas (571) 271-9086
MitchellBestHomes.com

WE WANT INVISALIGN!

Popular Commented Facebook Activity

Stories

- Leesburg Woman Missing For Two Weeks
- Another Top Executive Leaves County
- Fuel Truck Wreck Closes Greenway

More

Photos

Videos

'HireStrategy's service is exceptional. Your company provided candidates of very high caliber and excellent match.'
- David Cokayne Training Director
Cramer Systems, Vienna, VA

job market today



the source

hirestrategy in the news

salary survey

Search Jobs

Enter Keywords

Industry

Advanced Search

Search

job market today

September 5, 2012

Bernanke: More Monetary Relief from the Federal Reserve May Be on the Way

September 5, 2012 CNN/Money:
Loudoun County Best in the Nation for Job Growth

August 8, 2012

Finally, Some Good News on the Jobs Front

Enter your email to subscribe to

thesource

Go

CNN/Money: Loudoun County Best in the Nation for Job Growth

By Hector Velez

September 5, 2012



Money magazine has ranked Loudoun County as the best county in the nation for job growth from 2000 to 2011.

During that time period, jobs in Loudoun grew by 83 percent, boosted by the presence of major global businesses.

According to the Loudoun County Department of Economic Development, the county is now home to 9,500 businesses and approximately 137,000 employees. The largest of those businesses include AOL, Raytheon, Verizon and Digital Realty.

Proximity to Washington, D.C. Cited

Money attributes the top ranking to Loudoun because of several factors, including its expansive fiber networks and subsequent technology workers and its proximity to Washington, D.C. and Dulles International Airport.

Money also notes Loudoun's large and growing data center industry with 8-million-square-foot already constructed or currently under construction. Loudoun is often referred to as "Data Center Alley."

Constructed data center space has more than tripled since 2000. More than 50 percent of the world's Internet traffic flows through Loudoun County's data centers each day. The county is home to industry leaders such as Facebook, Microsoft and Amazon.

Easy access to the nation's capital also creates opportunities for government as well as the airline and freight servicing industries. The planned extension of the Washington Metro into Loudoun, which recently got a green light for funding, is expected to lure even more young professionals to the region, Money says.

Many Federal Contractors Based in Loudoun

In addition to tech companies, more than 900 federal government contractors are based in Loudoun, which is just 30 miles from the nation's capital.

"Jobs follow the people," says Loudoun County Board of Supervisors Chairman Scott York. "It's no accident that such a business-friendly county with the highest household income in the country would attract employers who want to hire smart and successful people."

While Tom Flynn, Director of the Loudoun Department of Economic Development, acknowledges the government, technology-related industry and the county's location, he also attributes Loudoun's success to the small business industry.

"A Thriving Small Business Community"

"Loudoun's growth isn't only fueled by airport-related, government and tech businesses," Flynn says. "Loudoun also has a thriving small business and entrepreneur community, with more than 76 percent of Loudoun businesses employing fewer than 20 people."

According to Flynn, these small businesses range from tech start-ups to wineries. Loudoun's robust agribusiness sector helps explain the fact that 46 percent of residents both live and work in Loudoun.

In addition to Loudoun being named as the best county in the nation for jobs, Money has also named Ashburn as one of the top 10 top-earning towns in the nation.

[Hector Velez](#) is HireStrategy's Executive Vice President for Strategic Business Development.

HireStrategy provides contract staffing services, direct hire search, and executive search solutions in the technology, finance & accounting, sales & marketing, human resources and administrative professions. HireStrategy, an Inc. 5000 company, has been ranked by The Washington Business Journal as the top staffing firm in the Washington DC region, and recognized by Washingtonian Magazine as one of Washington's "Great Places to Work"



[Email this Article](#) | [Print this Article](#) | [Subscribe to Newsletter](#)

[home](#) | [looking for a career?](#) | [looking for talent?](#) | [our specialties](#) | [who we are](#) | [job market today](#) | [talk to us](#) | [privacy policy](#) | [site map](#)

Copyright © 2009 HireStrategy. All Rights Reserved.

AN INDEPENDENT
STUDENT NEWSPAPER

The GW Hatchet

SERVING THE GW
COMMUNITY SINCE 1904

About · Contact

NEWS OPINIONS SPORTS CULTURE MULTIMEDIA BLOGS Beyond the Books Newsroom Courtside Passports more

CLASSIFIEDS

Search our archives

GO

BROWSE PAST ISSUES

PRINT

FACEBOOK

TWITTER

MOBILE

RSS

A campus and a county with room to grow

by Cory Weinberg

Issue: September 6, 2012 | News



Media Credit: Francis Rivera | Photo Editor

The Virginia Science and Technology Campus

Scattered along Route 7 in leafy Ashburn, Va. sit four University buildings. Inside, engineers simulate car crashes, and nursing students draw fake blood from dummy patients. Outside, businesses popping up have accelerated job growth in Loudoun County over the past decade.

And because of GW's ties with the Loudoun County and Virginia governments, developments inside and outside the 120-acre Virginia Science and Technology Campus are feeding off each other.

The friendships with government officials are paying off, dean of the campus Ali Eskandarian said.

The University is planning a decade of expansion in Ashburn, months away from breaking ground on another multi-million dollar building.

"There is the intention and purpose on our part to engage the Commonwealth of Virginia on a different level than we had in the past," Eskandarian, also the dean of the College of Professional Studies, said.

Enrollment in its graduate and certificate programs like nursing, business, education and health sciences has risen by about 15 percent in the last five years.

The campus is tucked eight miles from Dulles Airport in a development zone called University Center, down the street from a Holiday Inn and a BB&T bank, along with about 2 million square feet that GW could still develop.

In Virginia, Eskandarian said, the University could bypass the kind of "love-hate relationship" it has with its Foggy Bottom neighbors, which has improved since the passage of GW's 2007 Campus Plan that limits how many students can live and take classes there and also outlines development projects.

THE STATESMAN APARTMENTS



Print Editions

This issue



Last issue



Browse all
archives »



The GW Hatchet on Facebook



3,003 people like The GW Hatchet.



Ariana



Ashna



Devyn



Jessica



Jianing



GW Campus Advisories

GW Hatchet Local Guides

Content provided by DirectoryM

Washington DC Alexandria Arlington Bowie Capitol Heights Clinton College Park Crofton District Heights Fort Washington Greenbelt Hyattsville La Plata Lanham Oxon Hill Suitland Takoma Park Temple Hills Waldorf

Web2PDF

converted by Web2PDFConvert.com

Ties between Foggy Bottom residents and students soured after two decades of development projects and campus expansion that reshaped the neighborhood. The University also agreed to cap its enrollment on Mount Vernon Campus in 2010.

“[In Virginia], we actually have a lot more goodwill from the neighbors,” Eskandarian said. “One thing the neighbors want us to do...is to expand our programming, expand our presence. If we went and put a full-blown university out there, it’d make the neighbors happier than anything.”

To link the campus – which houses more than 20 graduate programs and more than a dozen research centers, to its surrounding region – the University has stacked representatives on local groups like the Loudoun County Chamber of Commerce, Loudoun County Economic Development Commission and Northern Virginia Technology Council. It has also looked to “be a good neighbor” in other ways, University spokeswoman Latarsha Gatlin said.

GW partnered its Virginia nursing program with local hospitals in April, and added education professor Diana Burley to Virginia’s Joint Commission on Technology and Science Cybersecurity committee in July. This spring, the University joined hands with an advocacy group to help the Metro earn the Loudoun County Board of Supervisors’ approval for the Silver Line to Dulles Airport.

Ties to Loudoun County officials – who have lured tech companies and private contractors to the area – could also help GW bypass potential roadblocks from the Loudoun County Board of Supervisors, which shot down George Mason University’s plans to add a satellite campus there six years ago.

But Buddy Rizer, assistant director of the Loudoun County Department of Economic Development, said GW has demonstrated it is a driver of economic growth, attracting businesses to the region with academic programs in cybersecurity and health sciences.

“They’ve been real partners when we have a prospect that’s coming in and we’re pitching someone on moving a business to Loudoun. We’ve called on teachers and administrators from GW’s Virginia campus to talk about workforce availability and talk about the region from an educational standpoint,” Rizer said. “With GW continuing to grow here and putting together programs that make sense with this region, they can embed themselves in this process of growth.”

The University has also built up ties with D.C. officials by taking part in economic and sustainability plans. But in the District, GW must try harder to stand out among neighboring Georgetown and American universities. In Northern Virginia, an hour away from the Foggy Bottom Campus, GW mostly stands alone, with George Mason next door in Fairfax County and a community college and Shenandoah University in Loudoun County.

Suzanne Volpe, who was elected to the Loudoun County Board of Supervisors in November and represents the Algonkian District that includes the Virginia campus, said the campus fits in well with officials’ economic development plans. In addition to housing GW’s transportation safety, energy and nursing research and academics, it also started housing a new computational biology research center this fall.

Volpe said as technology companies and research centers like the Howard Hughes Medical Institute move in, the campus is making its mark.

“They’re moving to the area because of the specialized work being done at the Virginia Science and Technology Campus in Ashburn,” Volpe said.

The campus has also developed professional programs that educate nearby businesses’ employees.

“We have a work force in Loudoun County that supports and believes in education. A lot of these graduate programs are ideally suited for our residents,” Volpe said.

A 2010 strategic plan for the Virginia campus outlines the construction of three new academic and research buildings over the next 10 years. Construction projects have not yet been approved or planned, but the plan envisions new buildings for nursing, energy and transportation safety programs.

Most immediately, the November groundbreaking will start to give rise to a 52,000 square-foot conservation facility for the Foggy Bottom Campus’ GW Museum and additional academic space. The Board of Trustees signed off on that plan in May 2011.

These plans could start to turn around the reputation as GW’s quieter campus, sometimes dogged by a negative reputation among the researchers and staffers who commute from Ashburn to Foggy Bottom.

Few visible signs announce GW’s presence near Loudoun County Parkway. The campus also

The GW Hatchet Job Board



Job Keyword Search:



[Become an AVON Sales Representat...](#)

Washington, DC

[Research Project Coordinator](#)

Silver Spring, DC

[Quality Assurance Technician](#)

Washington, DC

[>> View more Jobs](#)

has few walkways to connect its four buildings, which are separated by multi-lane roads.

Eskandarian said despite the added research space that GW will add in 2015 with the opening of the Science and Engineering Hall in D.C., the University has not wavered in its commitment to the Virginia campus – which was largely ignored in the early 2000s.

With the 2010 strategic plan, Eskandarian said the campus will now double down on research “of national importance,” like national security and computational research.

The campus is also strategically important to the University’s space needs, Senior Vice Provost for Academic Affairs and Planning Forrest Maltzman said.

“We have space to grow there,” he said.

[View the policies on commenting here.](#)

Comments

Respond

Name	<input type="text"/>	required
E-mail	<input type="text"/>	required, will not be published
Comment	<div></div>	
<input type="submit" value="Submit"/>		

Home

News
Opinions
Sports
Culture
Multimedia

Blogs

Newsroom
Courtside
Beyond the Books
2140 G
more »

Reader Services

Register
Search
Browse Archives
Photo Sales

About Us

Contact Us
Join Our Team
Publishing Policy
Comment Policy


Advertise

Classifieds
Media Kit
Cosponsorships

The GW
Hatchet
Vol. 109

An Independent Student Newspaper

Serving The George Washington University
Community Since 1904

Stay informed: [Print](#) [Twitter](#) [Mobile](#) [RSS](#) 

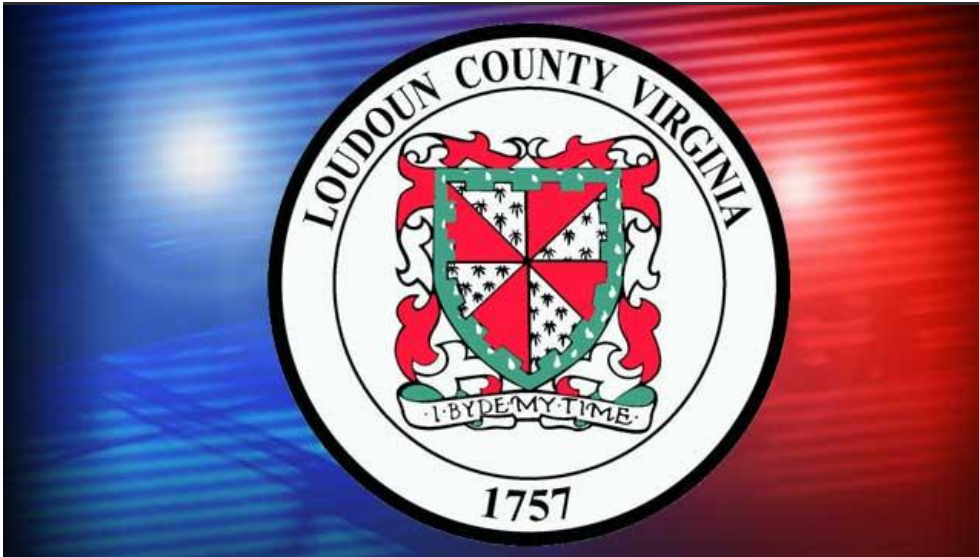
Portals: [The GW Hatchet](#) [GW Marketplace](#) [What GW Reads](#) [Alumni Association](#)

[Privacy Policy](#) • Copyright © 2012 Hatchet Publications, Inc. • Proudly Powered by WordPress



CNN Money Survey Calls It Loudoun County, Va. Number 1 For Jobs

4:06 PM, Sep 7, 2012 | 0 comments



Recommend 5 Tweet 0 +1 1 - AAA +

Written by
Andrea McCarren
@AndreaMcCarren

FILED UNDER
COMMUNITIES
Ashburn

LOUDOUN COUNTY, Va. (WUSA) -- New job creation numbers from the Labor Department are painting a bleak economic picture. Employers added just 96,000 [new jobs](#) in August and although the unemployment number dropped from 8.3 percent to 8.1 percent, analysts says that was only because Americans gave up looking for work.

But a new CNN [Money](#) survey reveals the number one county in the nation for job growth is right in our backyard, in Loudoun County.

In fact, beyond the tight security, in undisclosed locations across the County, lies one of our area's best-kept secrets to economic growth. Data centers. A staggering seven million square feet of them.

"Information shows up on your [computer](#). That information travels over the Internet to get there. And our job is to ensure that the infrastructure in which that data resides and sends that data to you is available and secure 24/7," said Peter Weber, the Chief Executive Officer of Carpathia.

This is part of Loudoun's [Data Center](#) Highway and Carpathia is a key



MOST VIEWED ARTICLES

- Florida Officer In Obama Motorcade Struck, Killed
- Fake ID Website Shut Down After Senators Take Action
- Storm Causes Stage To Collapse During Rosslyn Jazz Festival
- Tough Mudder Event In Md. Canceled On 2nd Day
- IDChief.ph Is Popular Among Teenagers

SEE MORE

MOST WATCHED VIDEOS

- 090912_sucStageCollap1_wusa.mov
- False ID Website Shut Down After Senators Take Action
- Weather Webcast
-

stop along a well-paved road. It already employs 140, and is growing.

Explains Weber, "There is a lot of skilled labor here in Loudoun County. It's a very educated population. It's a very skilled work force."

Add to that, the fact that more than half of the world's Internet traffic goes through Loudoun County. And that's meant an extraordinary 83% increase in jobs here over the last decade.

"When we tell them that story, everybody says, 'Wow, I didn't know that!' So we're doing a better job of telling that and we also have Dulles airport here. Connections to 43 cities anytime. So that's a big attraction on an international basis," said Tom Flynn of Loudoun's Department of Economic Development.

Data Center Alley, with its bomb-proof data center vaults and armed security guards, is just 25 miles from the White House. And, it's nestled in a County residents say is a great place to live.

According to CNN Money, not only is Loudoun the Number one county in the nation for job growth, the town of Ashburn is listed as one of America's best places to live.

Written by Andrea McCarren

9NEWS NOW & WUSA9.COM



[Victim Of Rabid Beaver Bite Home From Hospital](#)



[Fans line up to see Obama, say they want four more years](#)

[SEE MORE](#)



6,000
classes on
6 campuses.

[Click to](#)
Enroll Today!
NOVA | Northern Virginia Community College

[Comments \(0\)](#) | [Share your thoughts »](#)

YOU MIGHT BE INTERESTED IN

[Stone Hill Middle School Substitute Assistant Teacher Jacqueline J Barnes Arrested For Being Drunk On First Day](#) (WUSA9.com)

[Mazza Gallerie to Georgetown and into Prince George's County including a crab shack, a Cosi restaurant, and an AMC Theater All Part Of our Health Risk Food Report](#) (WUSA9.com)

[Expected Release Dates For iPhone 5, Mini iPad, Kindle, Kindle Fire, Microsoft Surface Tablet, Windows 8, Wii U](#) (WUSA9.com)

[Florida Officer In Obama Motorcade Struck, Killed](#)

SPONSORED LINKS

[Oklahoma Mom Shoots, Kills Intruder After 911 Operator Gives OK](#) (Parents.com)

[Dog Strangled by Phone Cord Saves His Own Life by Dialing Emergency Number](#) (Vetsstreet)

[These 4 Things Happen Right Before a Heart Attack](#) (Newsmax.com)

[Surreal Life of Tammy Faye: Betrayed by Husbands, Used by Televangelists, Embraced by Gays \(Full\)](#) (SnagFilms)

[Hookah Bars: Making You Sicker Faster](#) (Web2Carz)

[Man Cheats Credit Score](#)

1 simple trick & my credit score jumped 217 pts. Banks hate this!

www.thecreditsolutionprogram.com

[File for SSI Disability](#)

Find Out If You Qualify For Social Security Benefits. Free Evaluation!

socialsecuritylawfirms.com/denied

[3 Bureau Credit Report](#)

View your latest Credit Scores from All 3 bureaus in 60 seconds for \$0!

FreeScoreOnline.com

AdChoices



WASHINGTON RADIOLOGY ASSOCIATES, P.C.

Proud supporters of
Buddy Check 9

[Accidentally Takes Methadone, Has To Go To Hospital In Md.](#)

(WUSA9.com)



Now Expanding
Atlanta's Most Powerful Data Center
 Built for high performance and maximum flexibility
 Connectivity | Colocation | Hosting | Cloud


INTERNAP

Home

Companies

White Papers

Regions

Infrastructure

Sectors

Jobs

Industry Perspectives

Home » Featured » Loudoun: 5 Million Square Feet of Data Centers, More to Come

Our platform.
Your vision.

Cloud infrastructure
built for Internet
scale.

Build the future.



SOFTLAYER

DATA
CENTER
WORLD

Loudoun: 5 Million Square Feet of Data Centers, More to Come

By: Rich Miller
September 11th, 2012



This is the newest of the five data center buildings at Digital Realty's fast-growing Loudoun Exchange campus in Ashburn, Va. (Photo: Rich Miller).

ASHBURN, Va. – While growth is stagnant in many sectors U.S. economy, the Internet continues to grow. And that's good business for the places where the Internet lives, like Loudoun County, Virginia.

This region of northern Virginia is perhaps the most connected piece of Internet real estate in the United States, housing servers for Facebook, Amazon, Rackspace, Google, Microsoft and hundreds of other companies. That's why the town of Ashburn is home to a data center building boom, with active projects under development by many of the nation's largest data center developers.

There is nearly 5 million square feet of data center space in about 40 facilities in this "Data Center Alley," according to Buddy Rizer, Assistant Director for Economic Development in [Loudoun County](#). "This industry has helped drive one of America's great economic development success stories. The tax benefits to Loudoun County have been incredible. We are very focused now on continuing to grow the data center cluster."

Rizer says there is another 2 million square feet of data center space in the pipeline. Those growth projections are affirmed by **Dominion Virginia Power**, which is among the first responders to data center companies seeking sites.

"We are seeing an amazing number of inquiries (from data center developers) regarding power," said Philip Sandino, the Director of Customer Solutions for Dominion Virginia Power. "The growth in this area right now is unique."

Becoming 'Data Center Friendly'

That growth was the focus of "Data Centers Loudoun: The Next Revolution," a forum hosted this week by the Loudoun Chamber of Commerce, which examined the economic impact of the data center industry. Many of the 150 attendees were connected with colocation and data center companies, which have noted the support

Sign up for the
Data Center Knowledge Newsletter

Get daily email alerts direct to your inbox.



Connect via Twitter, Facebook, LinkedIn & RSS.

Sneak Peak

INTERNAP

New Dallas Data Center



Built for high performance and maximum flexibility
 Connectivity | Colocation | Hosting | Cloud

Featured Cloud Articles

Amazon Cloud Gets Speedier On-Ramp in New York New York is getting a faster on-ramp to the Amazon Web Services cloud, said CoreSite Realty. AWS Direct Connect service will now be available in CoreSite's NYC facility.



Cloud News: Red Hat Announces OpenStack Release Red Hat has rolled out a preview release of its OpenStack distribution based on the popular open-source OpenStack framework for building and managing private, public and hybrid Infrastructure-as-a-Service (IaaS) clouds.



Featured Modular Articles

OVH Deploys "Container Cube" Data Center French hosting firm OVH has opened a new data center in Strasbourg, France that recreates many elements of its innovative "cube" design.



Video Roundup: 14 Modular Products Revealed Modular solutions, in all shapes and forms, are directly related many organizations' growing need to add data center capacity quickly and cost-effectively. We've brought together many videos of different products that are being offered.



ARCHIVED ARTICLES

Whitepaper Library

Applying Data Center Infrastructure Management in Colocation Data Centers

Learn how data center infrastructure management (DCIM) enables colocation providers to optimize every aspect of the ...

USING LOAD BANK SOLUTIONS TO OPTIMIZE DATA CENTER COMMISSIONING

This paper explores how data center operators who properly leverage load bank technology during data-center commissioning...

Web2PDF

converted by Web2PDFConvert.com

of local officials in streamlining expansions and new construction.

"We have locations throughout the United States, but Loudoun is probably the one that understands the data center market the most," said Pete Stevenson, CEO of Latisys, which has experienced solid growth in Ashburn since arriving in 2010.

"When you come to Loudoun County to build a data center, you can get to market faster and there are no surprises," said Rizer, who spends much of his time focused on the data center industry. Dominion Virginia Power is also actively engaged with the sector, having created a [Data Center Services](#) unit to work with site selection prospects.

Here's a look at some of the projects and companies on the roadmap in Loudoun County:

- **Digital Realty Trust** continues to expand its [Loudoun Exchange](#) campus in Ashburn, which has grown to five data centers spanning more than 800,000 square feet of space. In June the company broke ground on the first phase of a 432,000 square foot facility that will eventually house 22 of its wholesale "pods" of finished data center space, each supporting 1.125 megawatts of critical power. Digital Realty's long-range plans for the campus can accommodate three more major data centers of about 250,000 square feet each.
- **Sabey Data Centers** is moving dirt in preparation for [Intergate.Ashburn](#), the Seattle company's Ashburn campus, which will feature 490,000 square feet of space.
- **Equinix** has three data centers under construction in Loudoun County, including the second phase of its DC10 facility offering "wholesale lite" suites, the 233,000 square foot [DC11](#) in Ashburn, and a "[data vault](#)" in Dulles being built in partnership with Digital Realty and Carpathia Hosting.
- **RagingWire** has just opened a [140,000 square foot facility](#) in Ashburn, establishing an East Coast presence to complement its two data centers in Sacramento.
- Managed hosting provider **Latisys** has been growing rapidly within its [two-building complex](#) in Ashburn, and is weighing expansion possibilities as it fills its remaining space.
- **DuPont Fabros Technology** is building out Phase II of its ACC6 data center on its huge Ashburn campus. The company's principals own several significant tracts of land on prime spots in Ashburn, positioning the company for future growth.

That volume of projects reflects strong industry interest in data center development in Loudoun County. But will this building boom leave Ashburn with too much space? After years of data center demand outpacing supply, major markets in Silicon Valley and New Jersey have seen an increase in available wholesale space. Market watchers in Loudoun County believe the scope of the data center demand from the Internet's largest companies will support the new construction.

"Our research shows that demand will continue to outpace supply for at least the next three years," said Rizer. "We think Loudoun County still has a lot of room to grow in the data center sector. We think we can get to 10 million square feet of data center space over the next five years."

Some of the market's largest developers agree. "In Northern Virginia, we are tracking over 40 megawatts of potential demand, up from 37.7 in the previous quarter," said Michael Foust, CEO of Digital Realty, in the company's latest earnings call. "This compares to approximately 27 megawatts available supply that's either built-out or currently under construction."

A Competitive Leasing Market

Real estate sources agree that there's plenty of demand in the pipeline, but say that the increased inventory still has potential impact. "There are three 5 to 7 megawatt deals currently under consideration in the Northern Virginia market," wrote Jim Kerrigan at Avison Young in a recent market analysis.

At the same time, there's also a larger number of competitors with available space competing for those deals. Kerrigan says there are seven facilities in the Virginia market that can offer at least 1 megawatt of critical power capacity, which has affected some deal terms. "Excess inventory has led to an increase in concessions," he said. "The result has been a reduction in pricing of 15%, with pricing expected to remain stagnant for the next 12 to 18 months." A similar phenomenon was seen last year in Santa Clara following a burst of new development.

But big leases from major players can devour space and alter market dynamics in a hurry. An example: DuPont Fabros signed leases for 18 megawatts of space in its ACC6 data center in the second quarter of 2012.

"I think the supply and demand equation is working itself out," said Jim Leach, at RagingWire, who sees a vibrant future for the data center industry in Northern Virginia.

"I think we really need to look at Loudoun County as the Silicon Valley of the data center industry," said Leach. "We're not there yet. If we continue with the momentum we have, I think we can establish this community as one of the great data center communities in the world."

Rizer said Loudoun's economic development team is seeking to build on the success of the Ashburn data center cluster, using the region's connectivity and easy access to cloud builders as a hook to attract other technology companies, including developers of web apps and mobile technology. Plans to extend the Washington D.C. Metro rail line to Ashburn will only make the region more attractive to businesses, he said.

"Loudoun County remains one of the strongest data center markets in the country, and we expect this to continue for some time to come," said Rizer.



Add Your Comments

Name (required)

Email (will not be published)

Website

Comments (required)

SUBMIT

RELATED POSTS:

- [WashPost Profiles Ashburn 'Data Center Alley'](#)
- [Facebook: \\$20 Million a Year on Data Centers](#)
- [Google Data Centers: \\$3,000 A Square Foot?](#)
- [Digital Realty Buys No. Virginia Centers](#)
- [\\$80 Million Spec Project in Virginia](#)

RESOURCE LINKS:

- [Read this Case Study on how Custom Storage Solutions from ZT Systems and Intel can Improve Performance and ROI](#)
- [How are sophisticated data center infrastructure operators preparing for demand-driven application growth?](#)
- [Learn How Reclaiming Wasted Cooling Capacity is Allowing Efficient and Effective High Density Computing](#)
- [Are your digital assets secure? Find out with COPT Data Center Solutions Physical Security Checklist](#)
- [Flexibility, scale and accuracy in data center monitoring outlined in Rittal White Paper](#)

Loudoun's Rural Economic Development Council Recruiting New Members

September 10, 2012

Share This:    

Loudoun County is looking for candidates to assist in fulfilling the mission and purposes of the Rural Economic Development Council.

There are five openings on the 31-member council; the two-year terms begin January 1, 2013. Leaders from all sectors of the local agriculture business community and rural economy are encouraged to apply. Résumés and letters of interest are due by close of business October 8, 2012.

The mission of the REDC is to promote the sustainable economic growth and vitality of Loudoun County's agricultural, horticultural, equine and other rural industries.

The purposes of the REDC are as follows:

1. Recommend to the Loudoun County Board of Supervisors a Rural Economic Development Strategy to carry out the recommendations contained in the Revised General Plan; coordinate the implementation of that plan by the Department of Economic Development, the Loudoun Chamber of Commerce, Visit Loudoun, the Small Business Development Center, Loudoun's towns, and other agencies that support economic development in Loudoun; recommend strategic changes/updates to the board no less than yearly;
2. Furnish information and provide recommendations to the board relative to programs and policies affecting the economic growth and development of rural Loudoun County;
3. Review significant projects, policies and programs that effect rural economic development as determined by the board;
4. Provide a forum through which agricultural industry and rural business sector leaders meet to exchange ideas and experiences relative to rural economic development practices and policies;
5. Provide support and advice to the Department of Economic Development relative to rural economic development, marketing and promotional activities by public and private groups engaged in such activities throughout the county; and,
6. Monitor and evaluate year-over-year change in the rural economy as prepared by the Department of Economic Development.

Interested candidates may apply to serve in the following member categories: at-large; professional services or historic tourism property. Applicants must submit a letter of interest and a résumé to the Office of the Board of Supervisors and to the Department of Economic Development via postal mail or email.

A standard application form is not used.

Letters of interest and résumés are due by close of business October 8, 2012 to:

Loudoun County Board of Supervisors and Department of Economic Development
1 Harrison Street, S.E., Fifth Floor 1 Harrison Street, S.E., MSC #63
P.O. Box 7000 Leesburg, VA 20175
Leesburg, VA 20177-7000



R E C O M M E N D E D Y O U

Old Line Bancshares to Acquire WSB Holdings for \$49 Million



BlackRock Marginally Cuts Stake in Gannett to 4.8%



ING Groep Sells Capital One Shares for Nearly \$3 Billion



Scott Gottlieb, MD Joins the Aptiv Solutions Board of Directors



Phone: 703-777-0204 Phone: 703-737-8820
Fax: 703-777-0421 Fax: 703-771-5363
bos@loudoun.gov kellie.boles@loudoun.gov

A nominating committee, appointed by the chairman of the REDC, will conduct application interviews as appropriate and will propose a slate of nominees to the REDC. The REDC will deliver a final slate of nominees to the board for appointment.

Posted in [Commercial Real Estate](#) and tagged with .

Why Open a Browser, get citybizlist in your InBox.

email@address.com

SIGN ME UP

Citybizlist Partner News, Jobs and Events

Miles & Stockbridge - Marc Sloane Joins Labor & Employment Practice Group

Harbor East - J.Crew, Anthropologie, MAC Cosmetics – Now Open

MacKenzie - MacKenzie Management Tapped to Manage 845,000 Square Foot Portfolio

Rosenberg Martin Greenberg, LLP - Sixteen Lawyers Appear in 2013 Edition of Best Lawyers In America

St. John Properties - Daniel Thomas Appointed Chairman of Advisory Board for University of Baltimore, Merrick School of B

- BTP Achieves 100 Percent Uptime Availability

entreQuest - Announces The Growth Challenge 2-day seminar, November 7-8.

Citybizlist - Citybizlist Seeks Digital Media Account Executive

Interested in partnering with citybizlist, please email Edwin Warfield edwin.warfield@citybizlist.com



Add a comment...

 Facebook social plugin



WBJ BreakingGround

A morning roundup of the region's real estate news

Sponsored by:



WBJ BreakingGround

Wednesday, September 12, 2012

News Made Easy Get today's news delivered to you.

Sign Up Now »

Recommend 0

Share 0

Tweet 0

+1 0

Print

Economic Development

Loudoun recruiting for Rural Economic Development Council

Washington Business Journal

Date: Tuesday, September 11, 2012, 10:56am EDT

Loudoun County is seeking candidates to fill five openings on the 31-member Rural Economic Development Council, [Citybizlist.com](#) reports.

The council's mission is to promote the sustainable economic growth and vitality of Loudoun County's agricultural, horticultural, equine and other rural industries.

Read More at [Citybizlist.com](#)

Related links: [Loudoun County](#), [Agriculture](#)

Meeting challenges.
Seizing opportunities.

[www.reznickgroup.com/commercialrealestate](#)



Sponsored Links

7% Annual Annuity Return

Get guaranteed lifetime income and reduced risks to retirees all here.

[AdvisorWorld.com/CompareAnnuities](#)

A Business Degree Fit For You

Searching For a Degree in Business? Visit [DegreePath.com](#) Today!

[www.Colleges.DegreePath.com](#)

[Get Listed Here](#)

Headlines

[Shady Grove mixed-use project gets panel approval](#)

[Silver Spring Transit Center won't open for months](#)

[Loudoun recruiting for Rural Economic Development Council](#)

[OTO Development begins West End Hilton Garden Inn](#)

[William C. Smith begins renovation of Fairway Park apartments](#)

[Congressman proposes D.C. site for national World War I memorial](#)

[General Growth Properties rejects push toward sale](#)

[Bethesda, Columbia to get Microsoft holiday stores](#)

[Medical offices may replace restaurant site in Bowie](#)

[MGM gives another \\$3 million in casino fight](#)

[See Latest News from Breaking Ground](#)

People on the Move



[See More People on the Move](#)

[Search and Contact all People on the Move](#)

Washington, D.C. Jobs

[Account Executives & Financial Representatives \(Series 7 Required\)](#)

Fidelity Investments | Local Opportunities

[Careers at Verizon Wireless](#)

Verizon Wireless | Local Opportunities

[Data Modeler](#)

Skylla Engineering Ltd. | Quantico, VA

[Associate Director Billing Ops - Oakton, VA](#)

AT&T IT/Engineering/Technology-HH | Oakton, VA

[Director of Product](#)

Randstad Technologies | Washington, DC

[Post a Job](#) | [View More Jobs Listings](#)

Follow Your Favorites with My News

My News is a way to create a customized news feed based on companies and industries that matter to you.

Relevant Industries

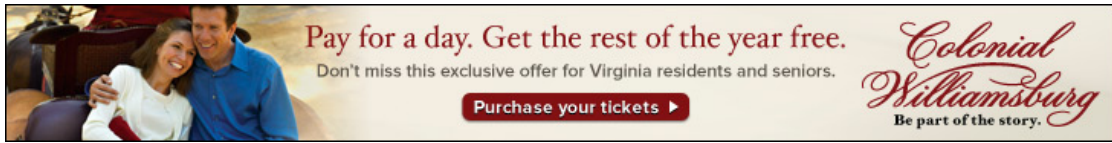
- [Commercial Real Estate](#) + ▾
- [Residential Real Estate](#) + ▾

Your News Made Easy

Sign up for the Breaking Ground

Most Popular





EDC prioritizes committee work plans

Thursday, Sep. 13, 2012 by Andrew Sharbel | 0 comments | [Email this story](#)



Since its last meeting in July, Loudoun County's Economic Development Commission has been busy outlining a committee work plan review to figure out what specific topics are necessary to continue Loudoun's economic success.

While 25 initial topics were dissected by 26 EDC members, a list of the 20 was unveiled at the EDC monthly meeting Sept. 7.

Michelle Frank, director of Government Relations with Orbital Sciences Corp., tallied the votes cast July 13 and during her presentation specifically focused on the top 10 topics voted on by the commission. There was a significant drop off in votes after topic 10.

"What we found was that the priorities were split up into five areas: County Operations, DED Support, Workforce, Tourism and Culture and Transportation and Land Use," Frank said. "A lot of the little topics or action items or things we would like our committees to accomplish fit into those little five bubbles."

According to Frank, the top two topics were related to Rail to Loudoun.

The overwhelming top choice was reviewing the supporting infrastructure and road network to support the newly approved Rail to Loudoun.

Second, also related to Rail and centered on developing plans at future Metro stations was to maximize the economic development in those promising areas.

Third on the list was growing air cargo operations at or near Dulles Airport, a topic that has been discussed before.

Loudoun County Department of Economic Development Director Tom Flynn addressed that in an article the Loudoun Times-Mirror published April 25.

"From our perspective there are a couple of economic developments around that. One is it helps the logistics business that will develop around Dulles and helps to diversify our economy," Flynn said. "Two, the 400 acres that Dulles has inside the perimeter fence is a tremendous asset that over the next 10 to 15 years would really help grow Dulles' capacity not only in air cargo, but also in passenger freight as well. So anything that can help bring more flights into Dulles we believe helps Loudoun by giving us more connections particularly internationally.

"Thirdly, we are also seeing international manufacturing companies that set up 20,000 or 30,000 square foot operations around airports and bring in an almost finished product into the U.S. and do the finishing work here and ship it back out through the airport, like pharmaceutical manufacturing," Flynn said.

Other topics within the top 10 include providing inputs to ZOAM review in order to foster a stable, predictable and efficient regulatory climate; establish a five-year economic development strategic plan and metrics; identify transportation and infrastructure improvement opportunities; identify opportunities to further promote Visit Loudoun, identify inhibitors to growth; identify potential "game changers" to drive the county's economic development vision and support DED efforts; and determine need for workforce housing.



PIERRE GARCON #88
WASHINGTON REDSKINS

SEPT. 18
AT 7PM
PIERRE GARCON'S FIRST
AUTOGRAPH SIGNING
AS A WASHINGTON REDSKIN

AUTOGRAPH FEE - \$50 • INSCRIPTION FEE - \$10
MAIL ORDERS AVAILABLE

Pre-Order your ticket to Guarantee Your Autograph!!

Bellator Sports Memorabilia
1601 Village Market Blvd Suite 117 • Leesburg Va, 20175 • 571-918-4610

ART SQUARE
the center of Loudoun's visual arts

Fall Art Classes Are Forming Now!
Call, Click or Visit Today!

Need A Good Accountant?

- 35,000 Local CPAS
- For Profit & Non-Profit
- Used By Fortune 500 Companies
- Free Access for A Limited Time

FIND ONE RIGHT NOW

GoodAccountants.com
"We'll find the right accountant for you"

StayConnected

B Log
Check Out our Blogs Blogs

Follow Us on Twitter
News | Sports

Like Us on Facebook
News & Sports

Subscribe via RSS
News | Sports

Join Our Email List
Sign up for weekly updates

[Shipping Rates Calculator](#)

Compare Freight Services & Rates! Freight Quotes Discounted Up To 85%
www.FreightCenter.com

Most Popular in News

Monday, Sep. 10 | 13544 views

UPDATE: Leesburg toddler dies after falling out of three-story window

Web2PDF

converted by Web2PDFConvert.com

POST LOCAL

Weather »



Traffic »

In the News Springsteen at Nats park Douglass statue D.C.'s chief tax appraiser

SAVE YOUR MONEY



AD

HTC One™ X
4.7 inch display, powerful camera, built-in Beats Audio™ and superb design.

Only from AT&T.

BUY NOW

Rethink Possible®

LEGAL



Fed gets aggressive to help economy



Calif. man key figure in anti-Islam film



NFL irked at RGIII uniform switch



Are they all getting married?

Loudoun launches process to fast-track commercial real estate projects

Text Size | Print | E-mail | Reprints

By Caitlin Gibson,

With the recent launch of a process to fast-track qualified commercial real estate projects, Loudoun officials aim to build on the Board of Supervisors' pledge to establish a more "business-friendly" environment and broaden the commercial tax base in the region's fastest-growing county.

A wide range of businesses will be eligible to apply for the county's "Fast Track" process, which pairs the applicant with a project manager and coordinator in the county's department of economic development. The county team will help shepherd the project through the review process quickly and efficiently, with the goal of saving businesses time and money, said Robyn Bailey, manager of business infrastructure for the Department of Economic Development.

"It is really emphasizing communication, face-to-face discussion about issues and addressing any questions that come up," Bailey said. "And working with a timeline established by the applicant."

The Fast Track approach builds on an existing process, established in 2004 by the previous Board of Supervisors, to help expedite the review and construction of certain real estate projects. Twenty-six approved projects benefited from that modified process, Bailey said.

But the previous process was open only to certain types of developments — office space, industrial use or a hybrid of the two — and there was a requirement that the buildings be at least 75,000 square feet. Now, Bailey said, the process is also open to retail businesses, and there is no square-footage requirement.

The initiative has been championed by members of the Loudoun business community and the county supervisors. Members of the all-Republican board were swept into office last year with a unified campaign promise to help attract more businesses to Loudoun and to establish policies and procedures to help foster their success.

To qualify for the Fast Track process, applicants must have an appropriately zoned site that is controlled by the applicant, as well as a proposed timeline and an organized project team, county officials said. Applicants must provide the county with estimated project investments and a job creation estimate.

Bailey emphasized that the process, although more efficient, does not cut corners. The option is available only to administrative applications — meaning that there is no legislative

ADVERTISEMENT

AT&T Mobile Share
with Unlimited Talk and Text on your phones.

The more data you share, the more you save.

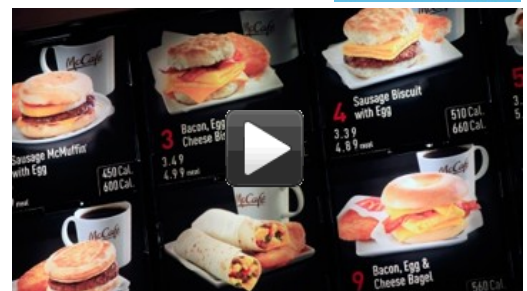
In comparison to lower tiered AT&T Mobile Share plans. Unlimited talk and text for phones only.

Rethink Possible®

LEARN MORE

News in 59 Seconds

sponsored by AMERICA'S NATURAL GAS



The Post Most: Local



Most Popular

1. After huge White House construction job, West Wing emerges little changed _ but for how long?
2. J. Christopher Stevens, U.S. ambassador to Libya, dies at 52
3. American University professor breast-feeds sick baby in class, sparking debate
4. Death Valley holder of world's hottest temperature
5. U.S. News college rankings get new scrutiny

+ Top Videos

+ Top Galleries

ADVERTISEMENT

Audi
Truth in Engineering



CAPITAL BUSINESS

You think it. We cover it. The indispensable guide to doing business in Washington.

Read our latest stories



top

Web2PDF

converted by Web2PDFConvert.com

action required, as the specific use of the land is already approved — and normal procedures, such as environmental assessments, will be conducted as usual, Bailey said.

“All of that is still required,” she said. “No one gets out of a county regulation by going through this process.

Lois Kirkpatrick, a spokeswoman for the Department of Economic Development, said that applicants would also benefit from being partnered with one of Loudoun’s senior engineers for the duration of their review process.

“If there are two or three buildings already on a site, and now there will be a third or fourth one, they would assign the senior engineer who worked on the previous ones to work on the new project,” she said. “That person would have familiarity with the area and the other projects, which speeds up the approval process.”

Generally, a site approval can take up to six months and involve three or four review sessions, Bailey said. Through the Fast Track process, that timeline can be cut in half, with just two review sessions and a conditional approval granted within two or three months, she said.

The conditional approval is a special situation available through the Fast Track process, Bailey said, allowing the applicant to begin preliminary clearing and grading at the construction site before the final legal processes are complete.

“What we understand from these businesses is, of course, time is money,” Kirkpatrick said. “If they have to wait for five or six months to get approved, that’s time when they’re not building, they’re not constructing, they’re not getting things done. If we can cut that down in half, then that just helps them save money.”

In a county statement announcing the Fast Track process, board Chairman Scott K. York (R-At Large) reaffirmed his commitment to help foster a “business-friendly environment” in Loudoun.

“A key to business growth is encouraging and assisting commercial development opportunities that enhance the tax base,” he said.

Supervisor Matt Letourneau (R-Dulles), chairman of the board’s Economic Development Committee, echoed York’s approval of the new option for project applicants.

“Our goal is to make sure businesses have a successful experience relocating to Loudoun County, or expanding their existing Loudoun operations,” he said.

The renamed process was officially launched Aug. 1, Bailey said, and one application has already been approved.

“We’re very hopeful that this will encourage people to come talk to us,” Bailey said. “It’s going to be based on the economy. It’s not the easiest out there right now to get finance for new construction. But we’re hoping to see many, many more come through.”



0

Comments

Discussion Policy | FAQ | About Discussions | About Badges

No comments are available at the moment. [Leave a comment](#)

- Top Local Stories
- People Also Read
- Most Popular Videos

Read the latest: Post Blogs

Dozens of blogs on topics ranging from politics and policy to religion, sports, entertainment and more.

[See all Washington Post Blogs](#)

Featured Advertiser Links

Some CEOs shrug when told THIS causes cancer. **FIGHT BACK**

FEMUR FRACTURE from Fosamax? File a claim **NOW!!!**

The only candidate fighting for the middle class: Pres. Obama. **Join us.**

Looking to buy a home? Visit TWP Real Estate section for the latest open houses.

America's oil & natural gas industry supports 9.2 million jobs. [AmericanEnergyWorks.org](#)

ADVERTISEMENT

Sponsored Links

What is Your Flood Risk?
Protect your home from floods. Get your flood risk profile today.
[www.floodsmart.gov](#)

Truth About Annuities*
Don't Buy Any Annuity Until You Watch This Special Video Report!
[SeniorAnnuityAlert.com](#)

Serve® from AMEX
Verizon customers: You can get \$25 if you add \$25 to your Serve card.
[www.serve.com](#)

[Buy a link here](#)



WBJ BreakingGround

A morning roundup of the region's real estate news

Sponsored by:



WBJ BreakingGround

Friday, September 14, 2012

News Made Easy Get today's news delivered to you.

Sign Up Now »

Recommend 0

Share 0

Tweet 0

+1 0



Development

Loudoun development officials focus efforts

Washington Business Journal
Date: Friday, September 14, 2012, 11:13am EDT

Officials at the Loudoun County Economic Development Commission have decided where they should spend most of their effort, the [Loudoun Times-Mirror reports](#).

A survey of business people's priorities yielded a list split up into five areas: county operations, DED support, workforce, tourism and culture and transportation and land use.

Read More at [Loudoun Times-Mirror](#)

Related links: [Loudoun County](#)

Meeting challenges.
Seizing opportunities.

www.reznickgroup.com/commercialrealestate



Sponsored Links

Business Pros: Boost Salary Potential

Reach the next level in your career with an MBA online - No GMAT. Search Now!
www.USNewsUniversityDirectory.com

The Volkswagen Passat

Build & price a Volkswagen Passat with premium features.
vw.com/Passat

[Get Listed Here](#)

Headlines

[Five Guys seeks more Maryland locations](#)

[NoMa parks initiative gets \\$490,000](#)

[Loudoun development officials focus efforts](#)

[Brookfield Corporate Center acquired by Velsor Properties](#)

[\\$243 million in financing for Portals III](#)

[\\$2.5M in federal grants for runway upgrades lands at BWI](#)

[Oxon Hill Road widening rears its head as Tanger Mall nears](#)

[Inova Fair Oaks Hospital to launch cancer center](#)

[Loudoun to sell site once slated to be Saudi school](#)

[Virginia lands \\$52 million in grants for road fixes](#)

[See Latest News from Breaking Ground](#)

People on the Move



[See More People on the Move](#)

[Search and Contact all People on the Move](#)

Washington, D.C. Jobs

Careers at Verizon Wireless

Verizon Wireless | Local Opportunities

Account Executives & Financial Representatives (Series 7 Required)

Fidelity Investments | Local Opportunities

Senior Computer Support Specialist

Keya Incorporated | Frederick, MD

Account Manager

Phase One Consulting Group | Alexandria, VA

Senior Loan Administrative Coordinator- Laurel, MD Job

Capital One | Laurel, MD

[Post a Job](#) | [View More Jobs Listings](#)

Follow Your Favorites with My News

My News is a way to create a customized news feed based on companies and industries that matter to you.

Relevant Industries

- [Commercial Real Estate](#) +
- [Residential Real Estate](#) +

Your News Made Easy

Sign up for the Commercial Real Estate



Get it only with the Reliant Learn & Conserve Plan.

[Learn More](#)

reliant
 an NRG company

[News](#) |
 [Opinion](#) |
 [Sports](#) |
 [Entertainment/Life](#) |
 [Weather](#) |
 [Obituaries](#) |
 [Video](#) |
 [Services](#) |
 [Classifieds](#) |
 [Cars](#) |
 [Jobs](#) |
 [Real Estate](#) |
 [Shopping/Deals](#)

Search Stories, Photos, Video & Keywords

SEARCH

[InsideNova.com](#) |
 [Stafford County Sun](#) |
 [Belvoir Eagle](#)

Tuesday, September 18, 2012 | [Madison, Virginia](#) 72° Feels Like: 72° Overcast



LIFESTYLES

[HOME](#) / [LIFESTYLES](#) /

[Share This](#) |
 [Print](#) |
 [Text Size](#) |
 [RSS](#)

The Northern Virginia Economic Forecast

[Recommend](#) |
 Sign Up to see what your friends recommend.

[+1](#) Recommend this on Google

By: Business Monday - Jim Charapich | Culpeper Star
 Exponent
 Published: September 17, 2012

[» 0 Comments](#) |
 [Post a Comment](#)

We are adopted by different areas of Virginia as part of their economic picture. Depending on the agency, data source, or perspective of the reporter, Culpeper may be a part of Charlottesville, Fredericksburg, or Northern Virginia at any given time. I was able to attend the Northern Virginia Employer Advisory Committee luncheon last week to hear "The Northern Virginia Economic Forecast."

The panelists were in my opinion "Rock Stars" of economic development. They included *Dr. Gerry Gordon*, President & CEO, Fairfax Economic Development Agency, *Stephanie Landrum*, SVP & CFO, Alexandria Economic Development Partnership, *Jennifer Ives*, Deputy Director, Arlington Economic Development Office, *Tom Flynn*, Director, Loudoun Department of Economic Development, and *Jeffrey Kaczmarek*, Executive Director, Prince William Department of Economic Development. The panel was moderated by the highly regarded *Dr. Fuller*, Director, Center for Regional Analysis at George Mason University.

My objective in accepting the invitation to attend was to understand the outlook from the experts in Northern Virginia regarding how they see Sequestration and the affect that it may have on the Northern Virginia economy. Sequestration relates to a mandated reduction of Federal dollars spent. In a previous presentation to the Virginia Chamber of Commerce, I heard Dr. Fuller present information showing that Virginia is the largest beneficiary of Federal spending among the States. Thus, any substantial cuts would result in an uncomfortable impact to the Virginia economy, especially the economies of NOVA and Tidewater.

The panelists were not asked directly to address this question and yet as the "elephant in the room" several of them made reference to the issue in their presentation. Though each of the jurisdictions has slightly different attributes, there is no doubt that the federal government is a contributor to the economies. How large a contributor, emerged as the question being addressed in the presentations. The focus of the discussion pivoted from my expectation, that Sequestration will create the proverbial "economic cliff" in January 2013, to the diversity and strength of the private sector in Northern Virginia.

As a satellite of NOVA in this regard, we often feel the ripple effect of the Northern Virginia economy in Culpeper... eventually. I was encouraged by the strength of the outlook by each of the jurisdictions. Actually, I was very impressed with the focus on our competitive position in the global economy.

Dr. Fuller asked a final question, "Who is your competition?" – The answers tell the story.... London, New York, Silicon Valley, Tel Aviv, Taipei, and other global cities were on their lists. Given that the Town of Culpeper was originally called Fairfax and according to Dr. Gordon, Silicon Valley is now saying that they are "The Next Fairfax", Culpeper appears to be on the global radar in very positive ways.

Jim Charapich is the President/CEO of the Culpeper Chamber of Commerce. He can be reached at jcharapich@culpepervachamber.org.



ADVERTISEMENT



The Wall Street "stock wizard" drops the next bombshell stock for 2012...



[Texas] Man finds unlikely testosterone booster...



47yr old man discovers "weird" trick to slash electricity bill by 75%. See video before its banned

More Ways to Connect



Email



Facebook



Twitter



Mobile



RSS

Daily Newsletter



Sign up to receive the latest news sent to your inbox!

[Sign Up](#)

[See Sample](#) |
 [Privacy Policy](#)

ADVERTISEMENT

WISH YOUR BANK
PUT YOUR NEEDS FIRST?

Open a Frost checking account

MEMBER FDIC

Frost BANKING INVESTMENTS INSURANCE

Most Popular

1. Remington man's vehicle lands in lake, faces reckless driving, eluding charges (0)
2. Police reports Sept. 5-11(0)



\$4.99

LUNCH

BUFFET

LARGE

or PIZZA

Monday-Friday 11am-4pm

1-topping to go

For a limited time only at

LEESBURG

500 Fort Evans Rd, NE

(703) 443-8071

LEESBURG

Today

72°

Rain



Advanced Search

GO



Welcome to the site!

Login or Signup below

Login | Signup

SEPTEMBER 18, 2012 |

HOME

NEWS

PUBLIC SAFETY

BUSINESS

OPINION

COMMUNITY LIFE

OBITUARIES

SPORTS

MULTIMEDIA

MORE

SHOP

CLASSIFIEDS

LOUDOUN

LEESBURG

ASHBURN

TOWNS & VILLAGES

SCHOOLS

POLITICS

SUBMIT A TIP

Home » News

Rural Economic Development Council Recruiting Members

Story

Comments

Print

Font Size: - +

Posted: Sunday, September 16, 2012 9:58 am | Updated: 10:17 am, Sun Sep 16, 2012.

0 comments

There are five openings on the Rural Economic Development Council and those wishing to be considered for appointment should apply before Oct. 8.

Leaders from all sectors rural businesses are encouraged to consider serving on the panel. Candidates may apply to serve in the following member categories: at-large; professional services or historic tourism property. The terms begin Jan. 1, 2013.

43rd Annual

Bluemont Fair

September 15th & 16th, 2012

Historic Bluemont - at the Foot of the Blue Ridge

Rt. 734 off Rt. 7, Loudoun County, VA

FEATURING

Crafts • Art

Music Throughout the Town

Homemade Baked Goods

10K Race • Children's Fair

Barbeque • Wine Tasting

Antiques • Local Beekeepers

Pony Rides • Liama & Alpaca Exhibit

Anominating committee, appointed by the chairman of the REDC, will conduct application interviews as appropriate and will propose a slate of nominees to the REDC. The REDC will deliver a final slate of nominees to the board for appointment.

The mission of the REDC is to promote the sustainable economic growth and vitality of Loudoun County's agricultural, horticultural, equine and other rural industries. The purposes of the REDC are as follows:

1. Recommend to the Loudoun County Board of Supervisors a Rural Economic Development Strategy to carry out the recommendations contained in the Revised General Plan; coordinate the implementation of that plan by the Department of Economic Development, the Loudoun Chamber of Commerce,
2. Furnish information and provide recommendations to the board relative to programs and policies affecting the economic growth and development of rural Loudoun County;
3. Review significant projects, policies and programs that effect rural economic development as determined by the board;
4. Provide a forum through which agricultural industry and rural business sector leaders meet to exchange ideas and experiences relative to rural economic development practices and policies;
5. Provide support and advice to the Department of Economic Development relative to rural economic development, marketing and promotional activities by public and private groups engaged in such activities throughout the county; and,
6. Monitor and evaluate year-over-year change in the rural economy as prepared by the Department of Economic Development.

Questions regarding the mission, role, or objectives of a board, commission or committee should be directed to the board. To learn more about the REDC, visit www.loudounfarms.org.

National Champions

ODACS Academic Competition

Championship Interscholastic Sports Program!

LEESBURG

Christian

Celebrating 43 Years!

The Only K-12 Christian School in Loudoun County!

PRE-SCHOOL PROGRAM NOW ACCEPTS 2.5 YEAR OLD CHILDREN

Can we PLEASE get outta here and go to....

BARK

TOBERFEST!

Saturday

September 29, 2012

Register to Strut!

at www.barktoberfest.org

at the Loudoun County Fairgrounds! FRIENDLY PETS WELCOME!

Live Music • Fabulous Food • Pet Contests & Prizes • Games for Dogs • Games for Kids • Kitty Corner for the FOMA Cats and Feline Vendors • The Giant Litter Box: Scoop for Treasure!

Canine Demonstrations • Vendors: Pet Related & Non-Pet Related • Silent Auction • Raffle Baskets • FOMA Pets for Adoption • And MUCH MORE!

The Fest: 10am-4pm • The Strut: 9:30-10:30am

Submit Your News!

We're always interested in hearing about news in our community. Let us know what's going on!

Submit news

Popular

Commented

Facebook Activity

Stories

Actress Q'orianka Kilcher Arrested At Lansdowne TPP Talks

What Is This? County Deploys New Traffic Calming Devices

'Saudi' Site Headed For Sale

More

Photos

Web2PDF

converted by Web2PDFConvert.com

Applicants must submit a letter of interest and a résumé to the Office of the Board of Supervisors and to the Department of Economic Development via postal mail or email. A standard application form is not used.

Letters of interest and résumés may be sent to:

Loudoun County Board of Supervisors

1 Harrison St., S.E., Fifth Floor

P.O. Box 7000

Leesburg, VA 20177-7000

bos@loudoun.gov

and to

Department of Economic Development

1 Harrison St., S.E., MSC #63

Leesburg, VA 20175

kellie.boles@loudoun.gov



Discuss

Print

Posted in News, Loudoun, Business, News on Sunday, September 16, 2012 9:58 am. Updated: 10:17 am. | Tags:

[Loudoun County Board Of Supervisors](#), [Loudoun County Virginia](#), [Rural Economic Development Council](#), [Rural Econ](#)

Similar Stories

- 1Book, 1Community Program Underway
- Ashburn Farm Board Alters Residential Assessment Payment Schedule
- Sycolin Road Intersection Upgrades Planned
- Leesburg Fine Art Fest A Sunny Hit
- Bluemont Fair 'One Of The Best Ever'

Most Read

- Actress Q'orianka Kilcher Arrested At Lansdowne TPP Talks
- What Is This? County Deploys New Traffic Calming Devices
- 'Saudi' Site Headed For Sale
- County's Construction Director Stepping Down
- Child Dies After Fall From Window

Welcome to the discussion.

Screen Name or Email

Password

[Forgot?](#)

Login

Or, use your linked account:

facebook

google

yahoo

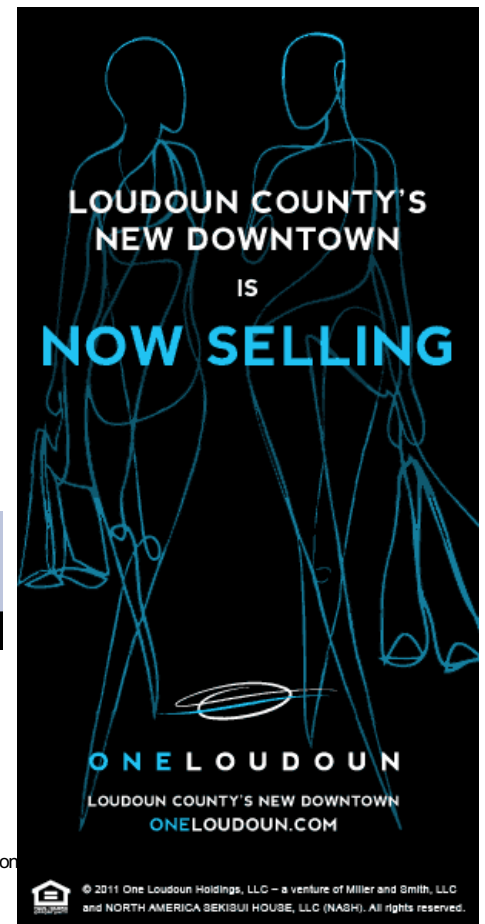


[Need an account? Create one now.](#)

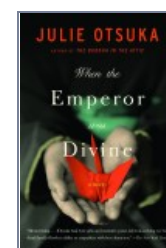
Videos

#Ashburn

Leesburg Today Online is not responsible for the content above, which is provided in real-time from Twitter.



Latest Articles



1Book, 1Community Program Underway

New! Updated: Yesterday
[Comments](#)



Watermelon Park Fest Is On Sept. 20-22

Updated: Yesterday
[Comments](#)

Web2PDF

converted by Web2PDFConvert.com



Home [Business](#)

DED's Flynn Touts Loudoun's Demographics at Committee For Dulles Event

Story **Comments** Image (2)

Print Font Size:

[Tweet](#) 1 [+1](#) 0 [Recommend](#) 0 [Share](#) 0

[Previous](#) [Next](#)



Posted: Thursday, September 20, 2012 5:40 pm | Updated: 6:21 pm, Thu Sep 20, 2012.

0 comments

Posted on September 20, 2012
by [Therese Howe](#)

So what's the No. 1 job in the richest county in the nation? Retail clerk.

That's been true over the past 10 years because "when you have high incomes, you have lots of retail," Loudoun's Economic Development Director Tom Flynn said at a Committee for Dulles luncheon Thursday afternoon at the Hilton Washington Dulles Airport in Herndon. Flynn joined county development executives Gerald Gordon of Fairfax and Jeffrey Kaczmarek of Prince William to discuss Dulles area economic development.

All three touted the Northern Virginia demographics and statistics that have contributed to the DC metro region's enviable position compared to other areas of the country that have been faltering during the prolonged economic downturn.

For all three counties, a highly educated workforce has been one of the strongest factors in attracting

Economic Development Director Tom Flynn



businesses to the region.

In Loudoun, for example, 58.4 percent of adults have a bachelor's degree or higher. This compares to 46.8 percent in Washington DC, 34.2 percent in Virginia and 28.2 in the United States.

"When we talk to people in real estate and to corporate decisionmakers, that's a stat that really stands out," Flynn said. "Workforce really drives location decisions by companies. And a lot of those 58.4 percent wind up working in Prince William County or Fairfax County, so we share that workforce. That's just one of those things that make us a great region."

On the flip side, however, he noted that only seven of the top 25 occupations in Loudoun require a bachelor's degree – all the rest require certifications and training. "It talks to the need for more certificate programs and support for the community college system for people coming out of high school to get the training that they need."

In the commercial real estate sector, Flynn acknowledged the challenge posed by neighboring Fairfax. "Part of that issue is there actually is more vacant office space in Fairfax County than there is office space in Loudoun County. So I'm cheering Gerry on to get some companies in there and chew up some of that vacant office space so they can start to look and say maybe Loudoun's a good alternative," he said.

A bright spot in the market for Loudoun, he pointed out, has been flex space. In the first six months of the year,

PR Newswire



Virginia Tech Startup Makes Move to New York City
BLACKSBURG, Va., 1 hours ago
51 minutes ago
The sluggish economy has is ...

Verizon Technicians, Working Round-the-Clock, Making Progress in Restoring Landline Phone Service in Eastern Hanover and Henrico Counties, Virginia
RICHMOND, Va., Thursday, September 20, 10:00 PM
Verizon is making progress in ...



NASA Awards Contract Modification For Shared Services Center
WASHINGTON, Thursday, September 20, 4:46 PM
NASA has exercised the third ...

Arlington Asset Investment Corp. Announces Common Stock Offering
ARLINGTON, Va., Thursday, September 20, 4:10 PM
Arlington Asset Investment Corp. (NYSE: ...)

[More News](#) | [Get This Widget](#)

Loudoun Country Day School
Schedule a Visit Online

Register for our Summer Camps
www.LCDS.org/camps

703.777.3841 www.LCDS.org
20600 Red Cedar Drive, Leesburg, VA



Calendar

September 2012						
Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8

about 229,000 square feet of flex space has been leased, compared with about 348,000 square feet in all of 2011.

In addition, "we have land, very much like Prince William County. We have 600 acres zoned for office, 600 for flex and 700 for mixed use that is available now."

In terms of challenges to the region, all three pointed to the sluggish national economy and more regionally, the impact of reduced federal spending, regardless of whether sequestration actually occurs. Flynn also noted that while Loudoun's low unemployment rate of 4 percent seems "sounds really good, when we talk to companies about coming here they say, 'Wait a minute, if you've got 4 percent unemployment, where am I going to get my workers?' We're working on a workforce study now to address that."

The Committee for Dulles' next event is its 50th Anniversary Gala Celebration starting at 7 p.m. Nov. 16 at Dulles International Airport's main terminal. To register or for more information go to <http://www.committeefordulles.org/>.



ATTENTION JOB SEEKERS!
Powered by Leesburg Today • Ashburn Today • Sun Gazette • Middleburg Life

 Tweet 1  +1 0  Recommend 0  Share 0

Discuss

Print

Posted in Business, News, Loudoun on Thursday, September 20, 2012 5:40 pm. Updated: 6:21 pm.

Similar Stories

- Franklin Park Kicks Off Fall Performance Season
- Commission Backs HS-8 In Lansdowne
- OpenBand Serves County With 2011 Lawsuit
- Attend AART's 2nd Annual Horseshoe Hoedown

Most Read

- Actress Q'orianka Kilcher Arrested At Lansdowne TPP Talks
- OpenBand Franchise Denied, HOAs React
- Letter: Dan Moldover, Sterling
- OpenBand Franchise Denied, HOAs React
- Loudoun Soccer Debuts New Turf Fields

Welcome to the discussion.

Screen Name or Email

Password

[Forgot?](#)

Login

Or, use your linked account:

 facebook

 google

 yahoo





[Need an account? Create one now.](#)



2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

Featured Events

Fifth Annual Berkeley Springs Fall Birding Festival

 Fri, Sep 21, all day
 Various venues, Berkeley Springs

Big Apple Circus LEGENDARIUM

 Thu, Sep 20, 12:00 am EDT
 Dulles Town Center, Sterling

Farmwell Station Basketball League Registration

 Sat, Sep 15, all day

Popular Commented Facebook Activity

Stories

» Actress Q'orianka Kilcher Arrested At Lansdowne TPP Talks

» OpenBand Franchise Denied, HOAs React

» Letter: Dan Moldover, Sterling

[More](#)

 Photos

 Videos



National Champions
ODACS Academic Competition
Championship Interscholastic Sports Program!

LEESBURG Christian
Celebrating 43 Years!

The Only K-12 Christian School in Loudoun County!
PRE-SCHOOL PROGRAM NOW ACCEPTS 2.5 YEAR OLD CHILDREN



LOUDOUN VIRGINIA USA
Is for Business





Home ▸ News

Team Approach Designed To Fast-Track Development Projects

Story Comments (3)

Print Font Size: - +

Posted: Wednesday, September 19, 2012 1:33 pm

3 comments

Posted on September 19, 2012
by **Therese Howe**

Commercial real estate developers in targeted industries can now apply for the county government's new "Fast-Track Process," regardless of the size of the project.

The program builds on the procedures established in 2004 to expedite approvals for commercial real estate projects. The targeted industries that qualify for the expedited process include information and communication technology; federal government contractors and agencies; and aerospace and airport-related businesses—however, other commercial projects meeting the criteria may also be considered, according to a Department of Economic Development statement.

The new process also does not include a previous criterion that set a minimum of 75,000 square feet for projects.

"County reviewing agencies will move qualified projects to the head of the line for the entire development review process," said Robyn Bailey, the department's economic development manager who is helping to facilitate projects through the county development process. "Success means achieving 100 percent of the timeline set by the applicant. We've met that goal for eight years, and will continue to do so under the new system."

The first project approved for the new process is Green Energy Partners' proposed 750-megawatt combine cycle power plant that would use natural gas as well as steam using the Town of Leesburg's wastewater. "We're anticipating a conditional approval of the site plan in 60 days," developer John Andrews said in a Sept. 11 interview, adding that he was impressed with the expedited review process.

"I've been in business for almost 20 years in Loudoun County... it always seemed to be adversarial and now it seems to be more of a collaborative effort," he said.

"They had all the key staff people that would be reviewing the application in one room kicking off the application. Everybody was sitting there with a "how can we solve issues" mentality vs. a "finding problems" mentality. It was just like a breath of fresh air, everybody just had a positive attitude and there was a real feeling of collaboration with county staff," Andrews said, attributing the change to the supervisors' mandate to encourage business growth in the county.

"I think this board is so focused on economic development that everyone gets the message," Andrews said.

ATTENTION JOB SEEKERS!
Powered by Leesburg Today • Ashburn Today • Sun Gazette • Middleburg Life

Discuss

Print

Posted in News, Loudoun, Business on Wednesday, September 19, 2012 1:33 pm.

LEESBURG Christian
Celebrating 43 Years!

National Champions
ODACS Academic Competition
Championship Interscholastic Sports Program!

The Only K-12 Christian School in Loudoun County!
PRE-SCHOOL PROGRAM NOW ACCEPTS 2.5 YEAR OLD CHILDREN

Can we PLEASE get outta here and go to....

BARK TOBERFEST!
Saturday September 29, 2012

Register to Strut!
at www.barktoberfest.org
at the Loudoun County Fairgrounds! FRIENDLY PETS WELCOME!

Live Music • Fabulous Food • Pet Contests & Prizes • Games for Dogs • Games for Kids • Kitty Corner for the FOMA Cats and Feline Vendors • The Giant Litter Box: Scoop for Treasure! • Canine Demonstrations • Vendors: Pet Related & Non-Pet Related • Silent Auction • Raffle Baskets • FOMA Pets for Adoption • And MUCH MORE!

The Fest: 10am-4pm • The Strut: 9:30-10:30am

Sponsored By:

Submit Your News!



We're always interested in hearing about news in our community. Let us know what's going on!

[Submit news](#)

Popular Commented Facebook Activity

Stories

Actress Q'orianka Kilcher Arrested At Lansdowne TPP Talks

County's Construction Director Stepping Down

OpenBand Franchise Denied, HOAs React

[More](#)



WASHINGTON, DC 64°F



LOCAL

NEWS

CAMPAIGN 2012

LOCAL

OPINION

SPORTS

ENTERTAINMENT

CONTESTS

AUTOS

HOMES
FOR SALE

D.C.

MD

VA

Education

People

Transportation

Crime

Real Estate

Local: Virginia

Region gains in status as most educated in nation

September 22, 2012 | 8:00 pm

1 Comment



Diploma and graduation cap

The Washington region gained ground in its claim as the most highly educated metropolitan area in the nation, with local jurisdictions now taking the top four spots in the country for the percentage of their population that has a bachelor's degree or higher.

Arlington County, Howard counties, Alexandria and Fairfax County rank No. 1 through 4, respectively, as the jurisdictions that have the most highly educated populations, according to new census numbers. Arlington's lead is commanding -- seven out of 10 residents at least 25 years old have a bachelor's degree or higher. The other three jurisdictions hover around six in 10 residents who have at least a bachelor's degree.

Montgomery and Loudoun counties also rank in the nation's top 10, with a bachelor's degree held by 57 percent of Montgomery's residents and 56 percent of Loudoun's. These six local jurisdictions also ranked in the top 10 last year, but Fairfax County and Alexandria moved up in the rankings, giving the Washington region a claim over the top four spots for the first time since 2008.

Source: U.S. Census Bureau



Liz Farmer
Examiner Staff
Writer

The Washington
Examiner

D Liz on FB

Related Articles

Washington a capital of
brainiacs

Popular in Local

SUBWAY AdChoices

\$5 FOOTLONG™ FAVES

SEPTEMBER 1-30

WOOHOO! TURKEY BREAST

HOORAY! OVEN ROASTED CHICKEN

YAY! ITALIAN B.M.T.®

PARTY ON!

Prices and participation may vary. See stores for \$5 sub selection. Additional charges for extras.

Local Videos

Your System Status

WE'RE SORRY!

You need to update your Flash Player.



IMPORTANT: After installing the required upgrade please reload this browser window to view the video player.

**ROBUST FLAVOR.
SMOOTH FINISH.**

CLICK HERE...

Most Read

- 1 Crime History: 'Most Beautiful Woman in America' shoots husband to death
- 2 Montgomery, Fairfax SAT scores climb as tests fall nationally
- 3 McDonnell: Virginia, Maryland could help pay for Metro at Nats games
- 4 Metro: Station stink isn't organic brake pads
- 5 Audit: Brown campaign had thousands in unreported funds

Smarty pants					
Higher education degrees held by residents 25 years and older:					
	Bachelor's or higher	Nat'l rank	Has B.A.	Has MA	Has Ph.D.
Arlington County	70.5%	1	33.9%	24.7%	3.4%
Howard County	60.1%	2	40.0%	18.9%	4.3%
Alexandria	59.5%	3	30.2%	19.5%	2.8%
Fairfax County	59.3%	4	30.6%	20.4%	3.2%
Montgomery County	57.0%	8	26.7%	18.0%	6.1%
Loudoun County	56.0%	9	33.7%	18.0%	1.8%
Washington	52.5%	14	23.3%	17.3%	4.0%
Prince William County	37.1%	118	23.2%	11.9%	0.6%
Prince George's County	30.1%	269	17.9%	8.7%	1.7%
U.S.	28.5%	—	17.9%	7.5%	1.2%

The District also gained ground over the last year, jumping from 21st nationally to 14th as more than 52 percent of its residents now have at least a bachelor's degree.

Christopher Swanson, vice president of research and development for Education Week, said the region's economy has thrived since the recession ended in 2009, especially in adding the kinds of jobs that attract highly educated professionals.

"Part of the big rankings changes that may be going on is D.C. is faring better economically than other parts of the country," he said.

Including Prince William and Prince George's counties, more than half the region as a whole has at least a college degree.

Montgomery County is the only local jurisdiction to rank in the top 10 for its concentration of doctoral degrees. About one in 16 county residents older than 25 has a doctorate, for the fifth-highest rate in the nation.

"The thing Montgomery County has is biotech, which is going to attract very highly educated scientists," Swanson said, adding that the county is home to the Food and Drug Administration, National Institutes of Health, National Institute of Standards and Technology and other research giants.

Anirban Basu, president and CEO of Sage Policy Group in Baltimore, said people with a bachelor's degrees and higher are also now a more mobile population -- a trend escalated by the recession, when even those with bachelor's and master's degrees were given pink slips.

"Most educated people move to places where there's the most stable

Feds scramble to halt stink bug invasion

Watchdog: USDA spends millions for globe-trotting conferences

Ohio Republicans to Romney: Be more aggressive

York: Obama's problems multiply as GOP frets over Romney

Democratic Mayor Tom Barrett was source for inflated Obama crowd numbers in Wisconsin

Poll

Which Presidential candidate do you think will carry your state in this November's election?

- ☐ **Barack Obama (D)**
- ☐ **Mitt Romney (R)**
- ☐ **Not sure**

Submit

Get E-mail Updates

Enter Email Address

Submit



RSS



Like

16k



Follow

most educated people move to places where there are the most open labor market, and that's Washington, D.C.," he said.

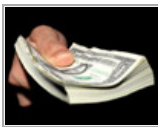
The region's job growth in recent years has been driven by steady government spending. But that spending trend is set to slow down as federal budget cuts are scheduled to kick in over the next decade, starting in 2013. However, Basu said that "more educated people are more able to handle downturns than less educated people."

lfarmer@washingtonexaminer.com

Region gains in status
as...

University of Phoenix®

Official Site. College Degrees for the Real World. Get Started Today
Phoenix.edu



Why Penny Stocks are the
Road to Riches for Many
Small Investors



New Technology Lets You
Learn a Language in as
Little as 10 Days



How Cruise Lines Fill All
Those Unsold Cruise
Cabins



What Happens When You
Take a Testosterone
Supplement

Advertorials by How **life** Works



Showing (1) comment

Sort by popular now



Justintime

Lowering the bar always helps. I see HS grads who have no clue as well as college educated that cannot think without some iPod in their ears. LOL

Not to mention the highly educated who have no idea of how to drive in traffic.

09/23/2012 01:47 PM

Like Reply

[M](#) [Subscribe by email](#) [S](#) [RSS](#)

Add New Comment

Login



Trackback URL <http://disqus.com/forums/thewashing>



Skip Ad

Advertisem

The Examiner

Today's Paper

Sections

News

Politics

Local

Sports

Entertainm...

Opinion

Business

Rack

Products

Classifieds

Partners

the weekly Standard

Web2PDF

converted by Web2PDFConvert.com

Loudoun meet-ups help high-tech entrepreneurs share ideas

By Jim Barnes, Published: September 26

It was almost 6 at Sweetwater Tavern in Sterling, the end of the workday for many of the restaurant's patrons. In one corner of the bar area, about two dozen people had gathered, in attire ranging from jeans and untucked shirts to dark business suits.

Over the din of the happy-hour crowd, one could hear snippets of fast-paced conversation peppered with terms such as "destructive technologies," "online-enabled," "bootstrapping" and "angel investors," suggesting that these people were still on the job.

This was "Idea Fusion," an informal meet-up of high-tech entrepreneurs, most of whom are based in Loudoun County. Idea Fusion is one of a growing number of local meet-up groups that have been organized recently to bring entrepreneurs together to share ideas and experiences and to meet business advisers and potential investors.

Meet-ups such as Idea Fusion are a natural fit in Loudoun, which is widely viewed as a technology hub because it's close to the high-tech corridor around Dulles International Airport. But, until recently, the county has lacked networking opportunities for high-tech entrepreneurs.

Susan Henson spearheaded Idea Fusion in partnership with Loudoun County Economic Development, the Town of Leesburg and venture investor Dennis Webb, to pull together several meet-up groups. Henson is the regional manager of the Mason Enterprise Center for Leesburg and Loudoun, a business incubator affiliated with George Mason University.

We're "trying to really pull some synergy around various meet-up groups that have very similar goals in terms of trying to have a place where technology entrepreneurs and innovative entrepreneurs can come together," Henson said.

Webb, chief executive of Broadlands Capital, started one of the meet-up groups, Loudoun Startups, in the spring.

"I see a lot of [business] start-up activity in the D.C. area and the Baltimore area and Montgomery County, and I'm not seeing as much in Fairfax County and Loudoun County," Webb said. "I kind of questioned, 'Why is that?' So I started a meet-up group back in May.

“I think we’re seeing some demand,” he said. “We don’t quite have the organization yet, but I think we’re all working toward that end.” He said that he had invited his Loudoun Startups group to attend Idea Fusion.

Ryan McGeary, 33, a software developer and consultant based at Mason Enterprise Center’s business incubator in Leesburg, said that he came to the meet-up to collaborate, meet people and network. He recently developed software called BusyConf that helps conference planners organize speakers, scheduling and registration.

“A lot of the best connections you have, or the best business generators, are sometimes the weak connections, not necessarily your best friend,” McGeary said. “It’s more along the lines of the person you met at the one particular gathering knows somebody who knows somebody.”

Like Webb, McGeary started a meet-up group for technology entrepreneurs, 9starts, based in Leesburg.

“Basically, we talk about our ideas; we talk about our business plans; we talk about challenges we’re having, and just bounce ideas around,” McGeary said.

Webb said that meet-up groups provide a good setting for investors to meet entrepreneurs who are just getting their businesses started.

“One of the functions of [Idea Fusion] is to get together people with the ideas with the doers, with the financial supporters, and bring all that together,” Webb said. “I just haven’t seen that forum exist until we started Loudoun Startups.”

Afterward, Henson said she felt that Idea Fusion had met its objectives.

“I felt like people were very engaged and motivated to talk with each other,” she said. “As soon as one attendee came in and told me who they were and what their interests were, I was able to steer them to someone who could be of potential benefit to them.”

McGeary said that he met someone at Idea Fusion who had been part of a very large conference planning committee and who offered to give him advice about his conference organizing software.

Business consultant Bill Hornbeck said that he met potential partners for a new venture at the meet-up.

“Our mutual interest moved to a serious discussion, which led to an agreement to fix the first planning session date,” Hornbeck said. “Had I not attended the . . . gathering, that connection would have definitely been delayed or lost forever.”

Jeff Thorner of Piedmont Investment Advisors also thought the event was worthwhile.

“There’s nothing like meeting other entrepreneurs and talking about great ideas,” Thorner said. “When there is a passionate entrepreneur executing on one of those ideas by starting a business — which is one of the hardest things to attempt, by the way — you can see and feel the success coming.”

Henson said that the events have been successful partly because they allow a free-flowing exchange of ideas between technology-savvy entrepreneurs who are “of similar minds.”

“We’re [also] looking, in the next few months, of pulling together an Idea Fusion speaker series in which we would probably do a little networking, and also have a successful entrepreneur who could come in and talk about their experience and answer questions from fledgling entrepreneurs,” she said.

For information about Idea Fusion or other meet-ups for entrepreneurs, contact Susan Henson at the Mason Enterprise Center, 703-466-0466, or go to <http://mec-leesburg.org>.

http://www.washingtonpost.com/local/loudoun-meet-ups-help-high-tech-entrepreneurs-share-ideas/2012/09/25/ce96e70a-0691-11e2-a10c-fa5a255a9258_story.html



A university where
 96% of seniors say they would
 choose us again
National Survey of Student Engagement (NSSE), 2009





American Public University
 Ready when you are.™
[Learn Why](#) ▸

Sale pending for ‘Farmwell site’ in Ashburn

Thursday, Sep. 27, 2012 by Trevor Baratko | [0 comments](#) | [Email this story](#)



In the weeks ahead, Loudoun County is expected to close on a prominent land deal estimated to bring millions in new revenue to the county.

A 75-acre parcel near the corner of Waxpool and Farmwell roads, often referred to as the “Saudi site,” will go to an undisclosed buyer who plans to develop a 750,000-square-foot data center in multiple phases, according to county supervisors.

The county originally purchased the parcel in 2004 as 100 acres for approximately \$133,000 per acre with the intent of using it as a school site. The latest deal, announced during a Sept. 11 board public hearing, will feature the county selling just more than 75 acres for \$265,000 per acre.

“So you can see the substantial increase in value,” Tom Flynn, director of the county’s economic development department, told supervisors.
The county is still finalizing the purchase and sale agreement, Flynn said.

In the 1990s, a Saudi academy in Fairfax County announced plans to relocate a school of theirs to the site, despite vocal opposition from some local residents. Those plans eventually died.

Since Loudoun County became the landowner, it has used approximately 25 acres of the original purpose for a new elementary school, which is slated to open next year.

Supervisor Shawn Williams (R-Broad Run) said the land is some of the most value in Loudoun County, considering it’s wired for data center use and in one of the employment corridors in the county.

“This not only puts land back on the tax rolls, but once fully developed, this land might easily contribute ... up to \$16 million in tax revenue for the county,” Williams said.



[The Boyd School](#)

Discover the Difference. Named Best Montessori School.
www.theboydschool.com
[AdChoices](#) ▸

Comments

Be the first to post a comment!

Comments express only the views of the author and do not necessarily reflect the views of this website or any associated person or entity. Any user who believes a message is objectionable can contact us at moderator@timespapers.com.

Post a comment

By submitting a comment, you agree to our [Terms of Service](#).

Name (required):

E-mail (required):



Save Now!
 40-60%
FLOOR SAMPLE SALE
 Take home your favorites *today!*
[Find Out More](#) ▸




REG. \$ 1795
NOW \$ 718

[Fairfax Dealer Sale](#)

Hurry And See What Your Local Fairfax Dealers Have For You Today.
www.BuyAToyota.com

[Job Openings](#)

Search For Job Openings. Apply For a Position Today!
www.findtherightjob.com



TYSONS GLEN
 APARTMENTS & TOWNHOMES



Newly Renovated Apartments
 in Tyson's Corner



Excellent Amenities
 Great Location



StayConnected



Check Out our Blogs
[Blogs](#)



Follow Us on Twitter
[News | Sports](#)



Like Us on Facebook
[News & Sports](#)



Subscribe via RSS
[News | Sports](#)



Join Our Email List
 Sign up for weekly updates

Most Popular in News

Saturday, Sep. 22 | 8240 views

Leesburg man dies in overnight crash

Web2PDF

[converted by Web2PDFConvert.com](http://converted.by/Web2PDFConvert.com)

From: Kirkpatrick, Lois
To: [Flynn, Thomas](#); [Rizer, Buddy](#); [Bailey, Robyn](#); [Herbert, Jim](#)
Subject: WBJ Fast Track article
Date: Friday, September 28, 2012 10:22:00 AM
Attachments: [image001.png](#)

Developers seek fast track for Loudoun energy plant

Premium content from Washington Business Journal by Daniel J. Sernovitz, Staff Reporter

Date: Friday, September 28, 2012, 6:00am EDT

A Leesburg developer is seeking fast-track permitting to build a \$600 million power plant in Loudoun County that could generate much-needed energy, and millions of dollars in revenue, for Northern Virginia.

Green Energy Partners applied Sept. 5 for Loudoun County's streamlined development review process to build the 750-megawatt plant, which has been downsized by roughly \$200 million and scaled back from about 1,100 MW since it was first pitched to county officials in 2010.

The fast-track process, established by Loudoun County to reduce the time it takes to process commercial development applications, could save Green Energy up to three months but would still leave the company with several more layers of review before it can start building Stonewall Energy Park.

Green Energy, which tapped engineering company [Bechtel Corp.](#) as a development partner earlier this year, could win fast-track approval by early November.

The county Board of Supervisors approved a zoning change for the project in April 2010. At the time, the project was slated to include an additional solar power plant that would have been one of Virginia's largest.

Green Energy founder [John Andrews](#) said the project could eventually include solar-power generation, but at this point the development plan calls only for natural gas.

The park would be built in a 100-acre greenfield on the northeast corner of the Dulles Greenway and Sycolin Road but would only take up about 20 acres of that property, Andrews said.

He said the project is the ideal candidate for the fast-track program given the amount of jobs and revenue it will create. The construction phase should create up to 600 jobs, and the developed plant will employ about 30 full-time workers.

The plant should generate between \$5 million and \$6 million in county taxes. In addition, \$1 million a year would be spent buying effluent, or wastewater, from Leesburg to run the plant's cooling tanks.

Stonewall Energy Park is a good example of the reason Loudoun County established its fast-

track process, said [Robyn Bailey](#), business infrastructure manager for the county's Economic Development Department. The process allows developers to get conditional approval in three months or less to start work on their projects. The normal approval process can take up to six months.

The Loudoun facility is the first energy plant for Andrews, who has dabbled in a range of other projects, including an adult residential community in Ashburn called Potomac Green. He decided to develop Stonewall after discovering that there are two major natural gas lines beneath the site, as well as a pair of electrical transmission lines, making it an ideal location.

Given the already-taxed energy grid that serves Northern Virginia and the wider Washington area, Andrews said his venture could help the region as both a power generator and an economic generator.

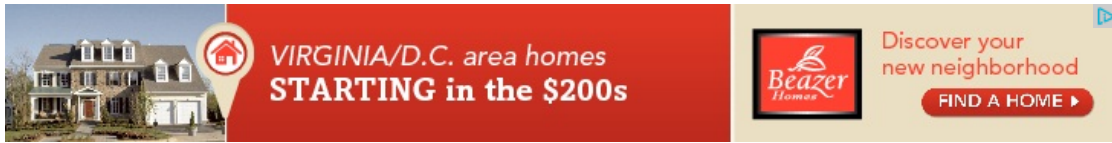
He is still working on agreements that will allow him to sell the plant's power to prospective buyers such as [PJM Interconnection](#) LLC, which oversees the regional power grid serving Virginia, Maryland and D.C.

Bechtel spokeswoman [Michelle Michael](#) said her company decided to team with Green Energy because of its experience in the power generation industry and because of the region's energy demand.

<http://www.bizjournals.com/washington/print-edition/2012/09/28/developers-seek-fast-track-for-loudoun.html?page=all>

Lois Kirkpatrick, Manager
Marketing and Communications
703.737.8385 - biz.loudoun.gov





Loudoun solidifies future fast tracking of commercial projects

Friday, Sep. 7, 2012 by By Andrew Sharbel, Times-Mirror Staff Writer | [0 comments](#) | [Email this story](#)



Loudoun County's Department of Economic Development announced new and improved procedures for commercial real estate projects with a high priority.

The "Fast Track Process" is in place to provide those projects with a specific team to save businesses time and money.

"The Loudoun County Board of Supervisors has a strong commitment to maintaining a business-friendly environment that encourages commercial growth," Loudoun County Board of Supervisors Chairman Scott K. York (R-At Large) said in a DED press release. "A key to business growth is encouraging and assisting commercial development opportunities that enhance the tax base."

Industries affected by the change are targeted companies in the realm of information and communication technology, federal government contractors and agencies, aerospace and airport-related businesses. Other commercial projects which meet the criteria of the process will also be considered.

"Our goal is to make sure businesses have a successful experience relocating to Loudoun County, or expanding their existing Loudoun operations," Matt Letourneau (R-Dulles), the chair of the Loudoun County Board of Supervisors' Economic Development Committee said in the release.

Projects who could be potentially considered must have an appropriately zoned site that is controlled by the applicant, as well as a defined project team with a single point of contact. Other requirements include presenting a proposed time line for review by the county team, providing the county team with estimated project investments, including land, building and interior improvements and presenting job creation estimates.

"County reviewing agencies will move qualified projects to the head of the line for the entire development review process," Robyn Bailey, the economic development manager in charge of facilitating projects through the county development process said. "Success means achieving 100 percent of the timeline set by the applicant. We've met that goal for eight years, and will continue to do so under the new system."

This is a developing story. Stay tuned to Loudountimes.com for more information.



[Ashburn Root Canal](#)

Quality Dental Care to You and Your Family. Call Fusion Dental Today!

www.FusionDentalGroup.com

Comments

Be the first to post a comment!

Comments express only the views of the author and do not necessarily reflect the views of this website or any associated person or entity. Any user who believes a message is objectionable can contact us at moderator@timespapers.com.

Post a comment

By submitting a comment, you agree to our [Terms of Service](#).

[Ashburn Root Canal](#)

Quality Dental Care to You and Your Family. Call Fusion Dental Today!

www.FusionDentalGroup.com

[Leesburg Apartments](#)

Surrounded by retail and dining Located at Village at Leesburg

www.MetLeesburg.com

[Loudoun County Homes](#)

Serving All Of Northern Virginia Residential Homes Buyers & Sellers!

www.iselnorthervirginia.com/

BE THE NEXT
WAVE
OF
ENTREPRENEURS

Innovation & Entrepreneurship
Master's Degree Online

FULL SAIL
UNIVERSITY

[LEARN MORE](#)

Stay
Connected



Follow Us
on Twitter
News | Sports



Like Us
on Facebook
News & Sports



Subscribe
via RSS
News | Sports



Join Our
Email List
Sign up for
weekly updates

Most Popular in News

- Thursday, Sep. 6 | 7698 views
UPDATED: Three in custody after smash-and-grab incident at Dulles Town Center
- Tuesday, Sep. 4 | 4327 views
Leesburg Police look for Pizza Hut robber
- Friday, Sep. 7 | 3718 views

Web2PDF

[converted by Web2PDFConvert.com](http://converted.byWeb2PDFConvert.com)